

AI software for telecom revenue operations

Product intelligence · Quoting · Sales workflows · Billing · Commissions

PD Insights builds internal AI software for telecom revenue operations where wrong answers cost money. It turns scattered product data, pricing rules, sales handoffs, billing records, and commission logic into systems your team can trust and operate. AI handles ambiguous inputs and research. Software handles prices, calculations, and business rules. Your team approves consequential decisions.

PD Insights specializes in AI workflow automation for U.S. telecom channel partners that quote multi-vendor hardware and carrier services, from prospecting through post-sale reconciliation. Pete Dunn also leads a telecom sales team and builds the tools it uses every day. Every engagement starts by mapping the process and checking the available sources. The assessment separates work AI can assist with, work conventional software should perform, and decisions that remain with your team. Each build has a defined scope, agreed acceptance examples, and an operating handoff.

— Services and planning ranges

Select a service name for the detailed brief

Service	What you buy	USD
<u>Scoping & Data-Fit Assessment</u>	Confirm the sources, rules, and data fit for one well-defined workflow before a build is committed. Credited in full to the build if it is signed within 60 days of the assessment readout.	\$2,500–\$5,000
<u>AI Workflow & Operations Audit</u>	Inventory AI use, map manual work, identify duplication, establish current time and error baselines, and leave with a ranked build or no-build roadmap.	\$7,500–\$15,000
<u>Knowledge & Pricing Intelligence System</u>	Bring catalogs, product documents, lifecycle information, and approved price sources into a searchable internal system with traceable answers.	\$20,000–\$50,000
<u>Quote & Solution Engine</u>	Connect intake, approved product selection, pricing rules, verification, and customer output in one internal quoting workflow.	\$25,000–\$75,000+
<u>Revenue Workflow Engine</u>	Fix the highest-cost revenue handoff first — meeting-to-pipeline, prospect-to-research, or pipeline-to-follow-up — then connect transcripts, research, CRM updates, and follow-up work around that workflow.	\$15,000–\$40,000
<u>Commission & Billing Assurance System</u>	Reconcile carrier commission and billing statements against your own records — expected-versus-paid, missing activations, SPIFFs and residuals, duplicate credits, chargebacks, and vendor invoice variances.	\$10,000–\$30,000

Prices above are one-time fees. Start with the Scoping Assessment for one well-defined workflow, or the Audit to choose among several. Planning ranges in USD; scope and fees are confirmed in a written proposal. Assessment, implementation, and ongoing care are priced separately unless combined. Third-party software, model usage, hosting, data feeds, travel, and applicable taxes are additional unless included.

— Choose the right first engagement

When the problem is	Start with
You already know the one workflow to fix	Scoping & Data-Fit Assessment
You need to decide where AI or automation will help	AI Workflow & Operations Audit
People keep researching the same products and prices	Knowledge & Pricing Intelligence System
Quotes need repeated engineering or commercial correction	Quote & Solution Engine
Research, meeting notes, and CRM updates fall between tools	Revenue Workflow Engine
Statements and business records do not reconcile cleanly	Commission & Billing Assurance System
Teams need practical AI methods and verification habits	AI Team Training Program

A Quote & Solution Engine includes the sources and rules needed for its own quoting workflow. A separate Knowledge & Pricing Intelligence System is for sharing that information across research, sales, support, or lifecycle work.

— Selected results from deployed systems

1 hr → 5 min

Quote drafting time, with every quote human-reviewed

[QUOTE BOT HARDENING](#)

2 hrs → < 5 min

Full quote preparation across 4,500+ SKUs and 7 vendors

[PRICING & QUOTE INTELLIGENCE](#)

< 30 sec

60-second voice memo to a staged pipeline entry, pending rep approval

[VOICE-TO-PIPELINE WORKFLOW](#)

Results as reported in each case study. See them at pdinsights.ai/case-studies.

Good candidates usually have a recurring workflow, a clear process owner, representative examples, source data the team trusts, and a measurable cost tied to delay, rework, error, or revenue leakage.

KEEP IT OPERATING

— **Managed System Care**

\$2,500–\$8,000/month

RECURRING SERVICE

Maintain the systems in scope through source refreshes, checks, issue review, model and tool updates, and a defined queue of smaller changes.

The care agreement names the systems covered, update cadence, support hours, response targets, and monthly change allowance. Scope determines the monthly fee; additional systems or material feature work require an agreed change.

A CONNECTED PROGRAM

— **AI Revenue Operations Program**

\$60,000–\$150,000+

PHASED MULTI-SYSTEM BUILD

Combine knowledge, quoting, revenue workflows, and assurance modules into a phased internal system built around the company's priorities.

Discovery identifies the modules included in the bundle and their sequence. A first phase may establish shared knowledge and quoting; later phases can connect account workflows or assurance. The bundle is a scoped program, not every menu service at once.

Ongoing operation \$5,000–\$12,000/month for the agreed multi-system scope. Included work replaces equivalent standalone care; it is not charged twice.

SUPPORTING ENGAGEMENT

AI Team Training Program

Teach practical research, analysis, drafting, and verification workflows using telecom and channel examples, approved tools, and role-specific playbooks. Available at any stage, often alongside a first build.

\$5,000–\$15,000

ONE-TIME PROGRAM

— How an engagement works

01

Fit check

Start with a free 30-minute call about the workflow, its owner, and the cost of delay or error.

02

Assess

Confirm sources and readiness: a Scoping & Data-Fit Assessment (\$2,500–\$5,000, credited to the build within 60 days of the readout) for one workflow, or the full Audit for several.

03

Build

Create the selected internal workflow, test known examples and failure cases, and establish the review points.

04

Run

Hand over the system and operating documentation. Add a care agreement when ongoing source maintenance, checks, and changes are needed.

— Controls built around the work

- Answers point to approved sources; missing or conflicting evidence remains visible.
- Roles determine access to customer records and internal commercial information.
- Representative examples, failure cases, and review records support release decisions.
- Client information is not used to train public or third-party models without written authorization.
- Prices, totals, selections, and financial rules use agreed software logic.
- Named reviewers approve consequential AI-drafted outputs and changes.
- PD Insights keeps client environments, client-specific code, source data, credentials, and commercial information segregated and does not share them between clients.
- Deployment: client-hosted, a PD Insights-managed cloud, or local models when data can't leave your environment.

— What sets the scope and fee

The workflows, source collections, connected systems, users and roles, output formats, review process, and acceptance measures are defined before a build is committed. Data cleanup, new integrations, additional modules, and expanded support change the scope. A focused build typically runs 3–6 weeks after source access and scope approval; the working schedule depends on access, source readiness, and reviewer availability.

Build handoff includes the agreed software, editable rules or source configuration, validation examples, and operating documentation. Ownership, third-party licenses, hosting, and service terms are set in the proposal.

Planning ranges in USD; scope and fees are confirmed in a written proposal. Assessment, implementation, and ongoing care are priced separately unless combined. Third-party software, model usage, hosting, data feeds, travel, and applicable taxes are additional unless included.

Start with a fit call

Bring one workflow, a representative example, and the sources your team relies on. I'll identify the next useful step.

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[Book a 30-minute call](#)

[Start the 2-minute fit check](#)

[View case studies](#)