

CASE STUDY

PROJECT

Apttus CPQ Implementation

The Challenge

Our clients are often get buried in complex sales documentation drudgery, So he wants CPQ to accomplish things like, to give sales reps the ability to create multiple quotes with incredible efficiency and speed, seamlessly track information with Salesforce, allow reps to identify customer needs and automate the quote process, take the guesswork out of special pricing, terms, discounts and the like. He wants to use the best CPQ i.e. Apttus CPQ for this process.

The Solution

We has done the implementation of the Apttus CPQ, As we have the experienced Apttus CPQ team, We have installed the Apttus CPQ packages it makes the whole cycle of configure products and creating quote on just few clicks we also customize the process as per client requirement by adding some trigger and apex classes. It is easy for reps to learn and to use.

Results

- ✓ Clients can add products easily and can show them in the catalog that make it easy to configure the products Hence clear visibility of the whole system with the defined categories of products.
- ✓ At the time of configuration clients can apply the discount as per the requirement so no extra excel work. It automates the whole process.
- ✓ With the use of Apttus X- Author it is quiet easy to create the proposals as the quote is finalized and can also make changes to this process
- ✓ Improved business processes through automation.

