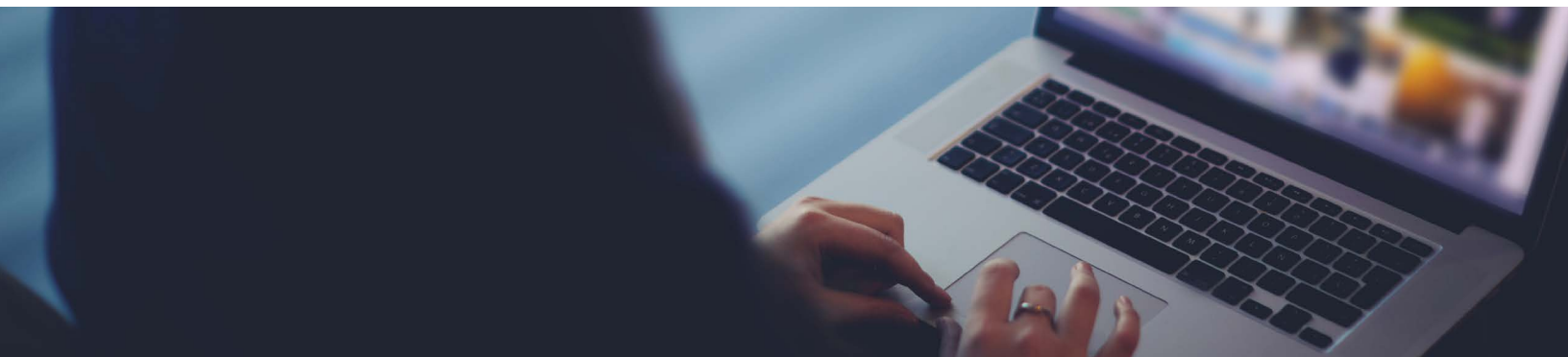# INFOSYS OFFERINGS IN ORACLE CX CPQ CLOUD

A lengthy sales cycle often causes customer churn, which in turn, results in depleting bottom lines. In the absence of a CPQ solution, it takes a long time to create the quote as various departments need to be involved to come to a common understanding. This in turn, leads to delays in creating winning quotes.
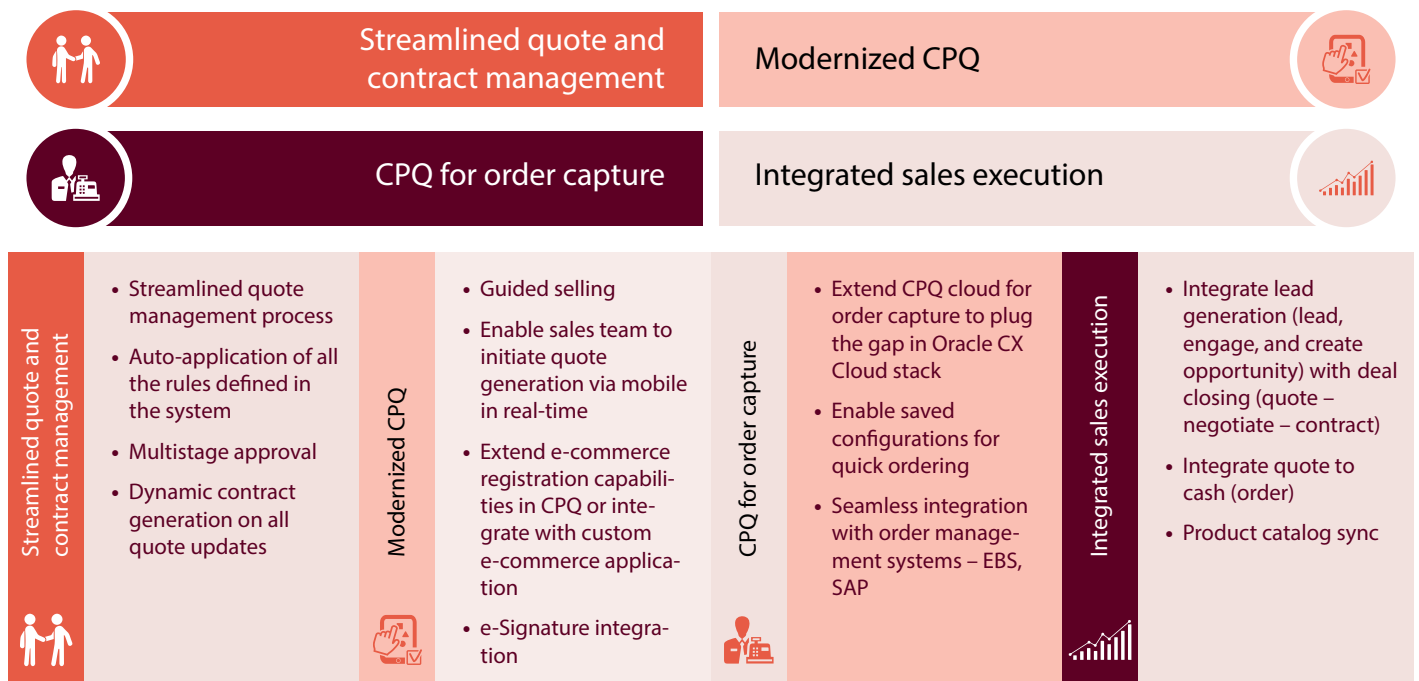
Today, it is imperative for sales teams to provide consistent and accurate information on pricing, product mix, and availability, to customers — quickly, from anywhere, and across multiple channels. Configure, Price, and Quote (CPQ) Cloud solution enables sales teams to optimize complex selling processes quickly and accurately.

Our CPQ cloud offerings can help your enterprise:

- Shorten the sales cycle through faster customer enquiry responses, reduced quote time, and one-click, quote-to-order conversion
- Eliminate errors in quote process
- Provide price consistency across multiple product lines
- Increase order volumes through upsell and cross-sell opportunities

Infosys CPQ Cloud transformation pillars

Streamlined quote and contract management	Modernized CPQ
CPQ for order capture	Integrated sales execution

Streamlined quote and contract management	Modernized CPQ	CPQ for order capture	Integrated sales execution
• Streamlined quote management process • Auto-application of all the rules defined in the system • Multistage approval • Dynamic contract generation on all quote updates	• Guided selling • Enable sales team to initiate quote generation via mobile in real-time • Extend e-commerce registration capabilities in CPQ or integrate with custom e-commerce application • e-Signature integration	• Extend CPQ cloud for order capture to plug the gap in Oracle CX Cloud stack • Enable saved configurations for quick ordering • Seamless integration with order management systems – EBS, SAP	• Integrate lead generation (lead, engage, and create opportunity) with deal closing (quote – negotiate – contract) • Integrate quote to cash (order) • Product catalog sync

Service offerings

Our service offerings follow a rapid implementation approach spanning 8 to 15 weeks for a standard out-of-the-box implementation to deliver tangible business outcomes, solve critical problems, and help enterprises transform their businesses.

Design Thinking	New	Renew
• Package evaluation – CPQ assessment • Business case definition • Implementation review • Technical feasibility	• Proof of concept / prototyping • Solution blueprinting • Implementation / strategic roll-out • Systems integration	• Business transformation • Maintenance and support • Version upgrade • Productivity improvements • Optimizing TCO

Key differentiators – Vertical solutions in CPQ Cloud

- Preconfigured vertical-specific solutions for multiple industries
- Industry-specific sample products designed with all possible relevant

- product attributes, rules, and constraints
- Commerce flow, fields, and layouts customized to make the process flow industry-specific

- Proposal, email templates, product images, consolidation of information in a single tab and UI customized to improve user experience

Customer showcase

A leader in factory automation technology	A leader in electrical wiring equipment in North America	One of the largest mutual fund and financial service groups in the world
• Infosys implemented a web- and mobile-enabled customer self-service solution • Implemented guided selling flow to assist customers with complex configurations • Optimized the quote process to reduce the fulfillment cycle time by 39%	• Guided selling flow to assist customers in configurations • Online web-enabled quoting solution for make-to-order products • Streamlined quote-to-order process	• Took over the client's end-to-end CPQ landscape • Responsible for customizations in the CPQ implementation • Reduced the issue resolution time by 14%

What our clients say?

"Wow! We delivered a world-class, modern UI CPQ platform in 11 weeks. Great focus and collaboration by the Infosys team while working with our business and IT teams."

– IT Director for a leading robot manufacturer

Infosys®
Navigate your next

For more information, contact askus@infosys.com