

ACCELERATE YOUR SALES JOURNEY THROUGH CONFIGURE-PRICE-QUOTE (CPQ) PLATFORM

Today, customers expect more choices and demand products based on their preferences resulting in many variants. Furthermore, these variants need to be managed across the product's value chain, from launching new variants to upgrading existing ones. This leads

to a large amount of engineering, manufacturing and sales data.

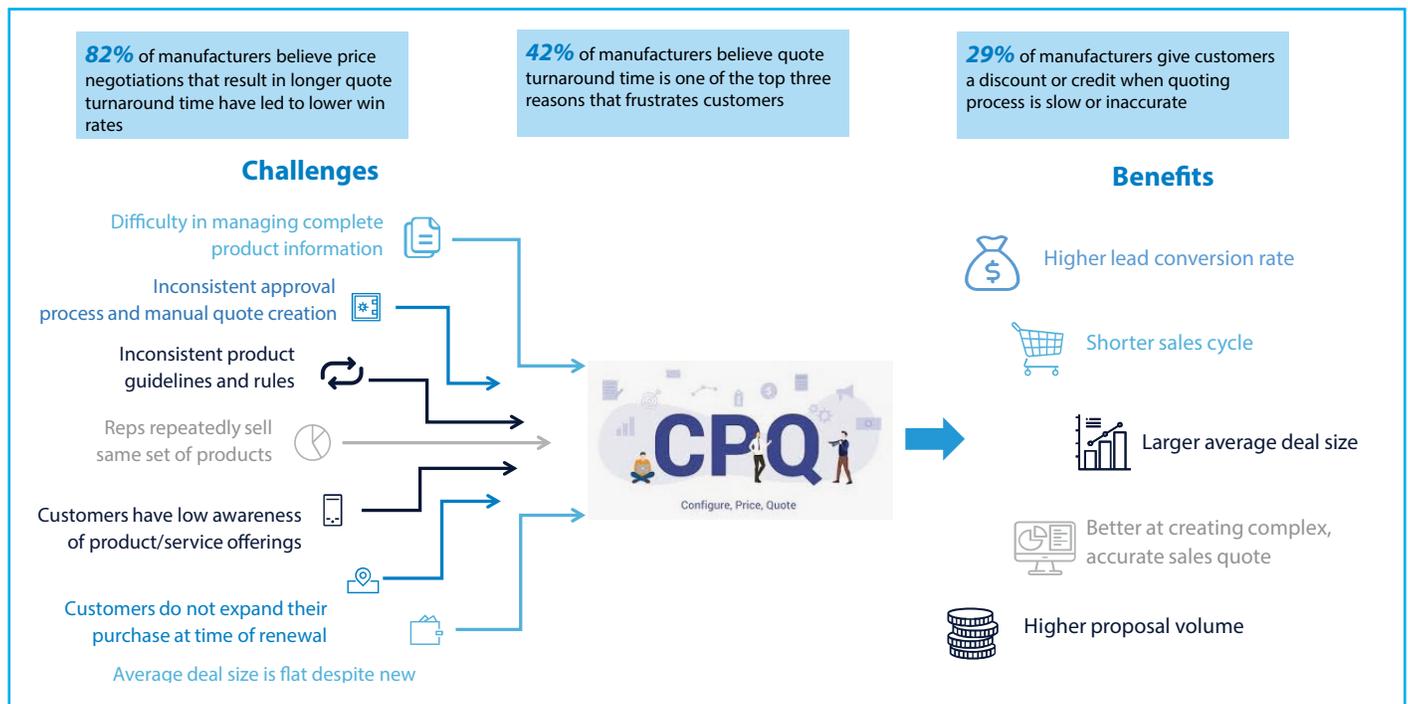
Given the salience of data, it is essential to ensure the data is available seamlessly across the ecosystem and there is no redundancy. CPQ plays a

pivotal role in establishing integrated systems from the quote to cash process workflow.

Businesses must empower the sales team with a best-in-class sales solution that can handle complex engineering products variants and configurations.

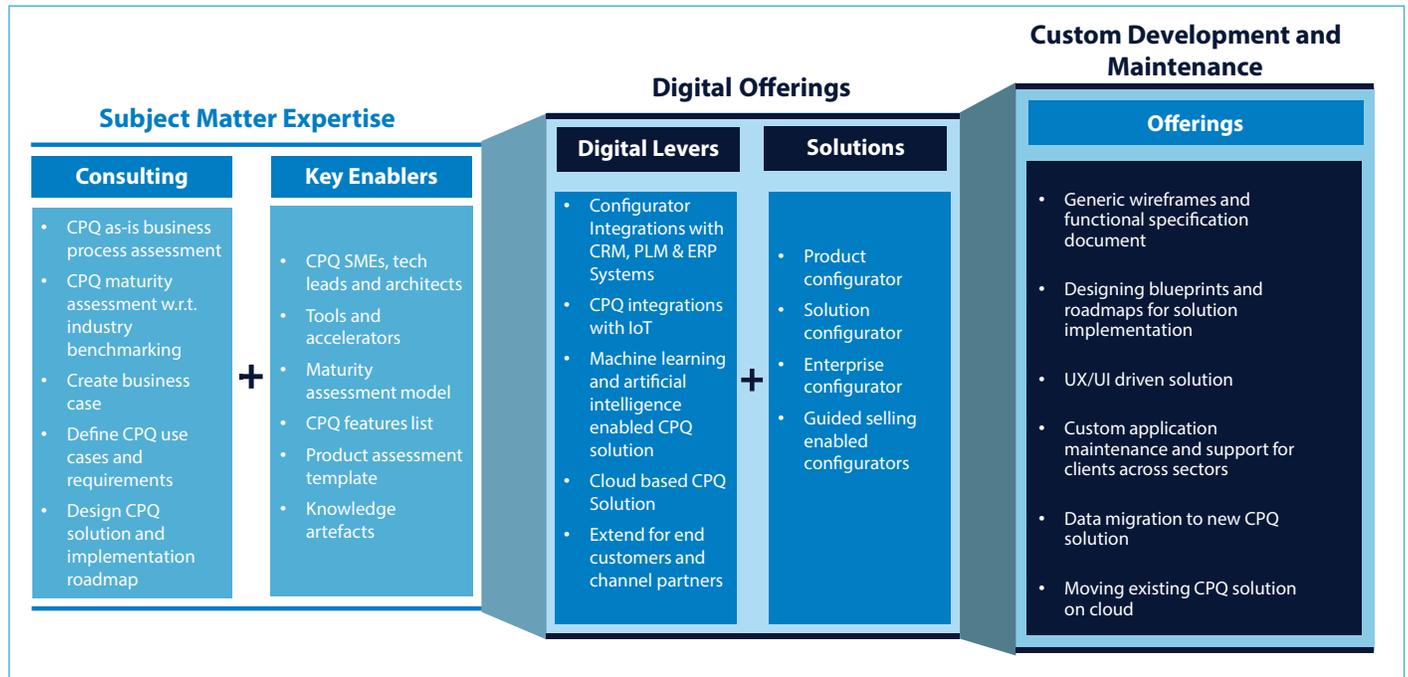
Industry Challenges CPQ can Solve

A well-designed CPQ solution can help organizations accelerate the quote to cash process enabling sales representatives, distributors and end customers to navigate technology. CPQ solutions offer many benefits and can have a direct impact on revenue growth.



Our Comprehensive CPQ Framework

Infosys's robust Consulting & Implementation framework helps customers accelerate CPQ implementation with the help of automation tools.



Delivering Transformational Value to our Clients



A European Industrial Manufacturing OEM achieved an ROI of 76%, with revenue increasing by 3% and 3-year IRR at 27% by implementing our CPQ Solutions.



A European Agricultural Product Manufacturing OEM implemented a large scale digital transformation for their CPQ journey. It covered over 1000 distributor spread across multiple geographies.



A European Elevator Manufacturing firm replaced its disparate legacy CPQ Solution with our latest end-to-end CPQ offerings, that resulted in over 50% reduction in overhead cost.

For more information, contact askus@infosys.com

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Navigate your next

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