

Client success story



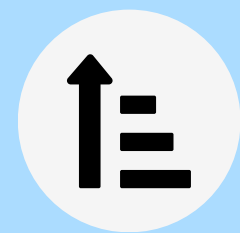
Streamlined Quote to Cash platform with Subscription Management

Client Challenges

- **Inefficient Sales Process:** Complex and slow sales operations.
- **Recurring Billing Support:** Lack of system for managing subscriptions.
- **Scalability Needs:** Required support for future acquisitions and complex pricing models.
- **Manual Subscription:** Time-consuming trials, conversions, amendments, and renewals.
- **ERP Integration:** Needed tracking for bookings, billings, and revenue recognition.
- **Channel Sales Acceleration:** Required PRM to boost partner sales.

Our Solutions

- **Salesforce CPQ & Billing:** Integrated with SAP ERP & SAP RAR.
- **Contract Migration:** Transferred all active/inactive revenue contracts.
- **Automated Fulfillment:** Streamlined order processing with core product integration.
- **Invoicing Automation:** Managed subscription invoicing via Salesforce Billing to SAP ERP.
- **Joint Quoting:** Enabled unified quotes for hardware and subscriptions.
- **Subscription Management:** Supported sales, amendments, renewals, cancellations, and RMAs.



+89%

increase in retention of existing customers



+77%

Increase in sales



+115%

Revenue increased significantly