

CPQ Implementation for a US-based Enterprise

BACKGROUND



Feuji's client is a technology enterprise based in the US, offering software products and technology consulting, with operations across several countries in the world. As business grew, the client wished to standardize its CPQ.

CONTEXT



The solution needed to streamline the quote-approval process and help the sales representatives generate fast, consistent and accurate quotes that follow the enterprise's business rules

A high-visibility project with tight timelines and budget



A clean, simple and robust architecture needed to be built, allowing the client to maintain it with ease post implementation

PROCESS



Built the business use-cases for the CPQ solution



Divided the implementation into multiple segments and delivered in parallel



OUTCOMES

- ▶ On-time completion of the project within the planned budget
- ▶ Reduced pricing errors by the sales teams
- ▶ Cycle time of Initial inquiry to closing the deal showed a positive change up to 25% compared to the earlier cycles

HEADQUARTERS

Feuji, Inc., 105 Decker Court, Suite #850 Irving, TX, 75062
 Phone: +1 972-514-1949 Email: info@feuji.com

Costa Rica | Bulgaria | Romania | India