

CPQ Health Check for Oracle



The Configure, Price and Quote (CPQ) Health Check performs a fit-gap of your current quote-to-order business processes and supporting software to identify pain points, optimization opportunities and provide best in class CPQ recommendations to drive faster deal closure and top line deal margin results.



Best to perform a CPQ Health Check

- **Near a renewal of current CPQ software licensing:** Are there additional features and functions to take advantage of and include?
- **Assessing legacy CPQ processes and tools:** Are you applying best-in-class processes to get the most from your investment?
- **Beginning a CPQ modernization journey of subscription-based offerings:** What SaaS cloud tools are available and how to begin?



Business Benefits

- Improve sales efficiency
- Reduce quote cycle times
- Improve deal margins
- Enable quote-to-order automation
- Automate renewals
- Modernize inefficient legacy tools and manual processes
- Increase customer satisfaction
- Increase ROI on SaaS investments



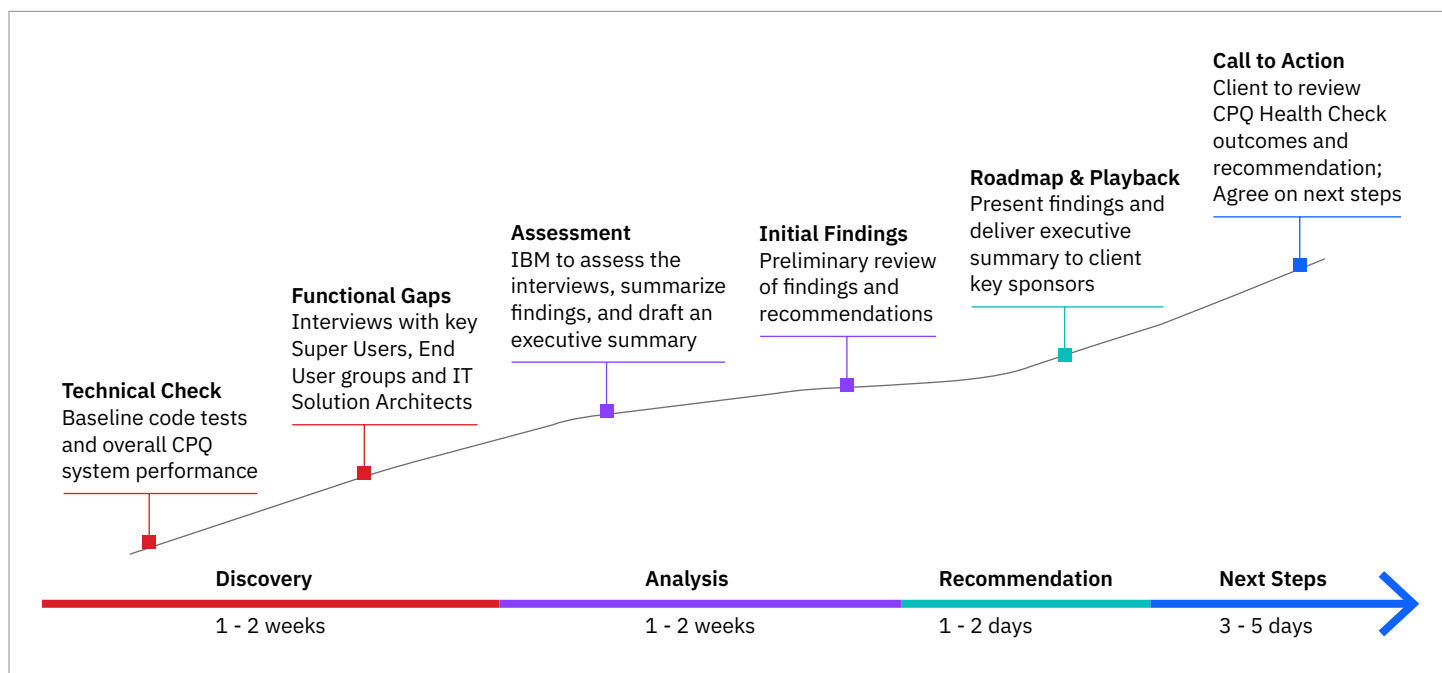
Oracle's "Total Commerce" Cloud Solution

- Best-in-class CPQ/quote-to-order
- Self-enabled commerce
- Subscription services full life-cycle management



IBM Services

IBM can help you modernize your CPQ process

In less than 5 weeks, we can provide a comprehensive assessment of your current quote-to-order CPQ process, identify areas for improvement with a roadmap to address these:



IBM's CPQ Health Check for Oracle can help lead the way

 <p>Scope</p> <ul style="list-style-type: none">- Technical check of current process- Stakeholder interviews to identify functional gaps- Assessment of top CPQ APIs and new functionality- Utilize IBM Cognitive Enterprise CX and Garage- 3-5 weeks assessment timeline- Minimal client time requirement	 <p>You'll get</p> <ul style="list-style-type: none">- Current state functional and technical assessment- Code best practices- System performance recommendations (<i>Oracle CPQ Cloud</i>)- Pain point assessment- Recommended process and tool enhancements- Business case ROI- Target state roadmap
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Learn more

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IBM on Oracle Cloud Marketplace

cloudmarketplace.oracle.com/marketplace/service/IBM