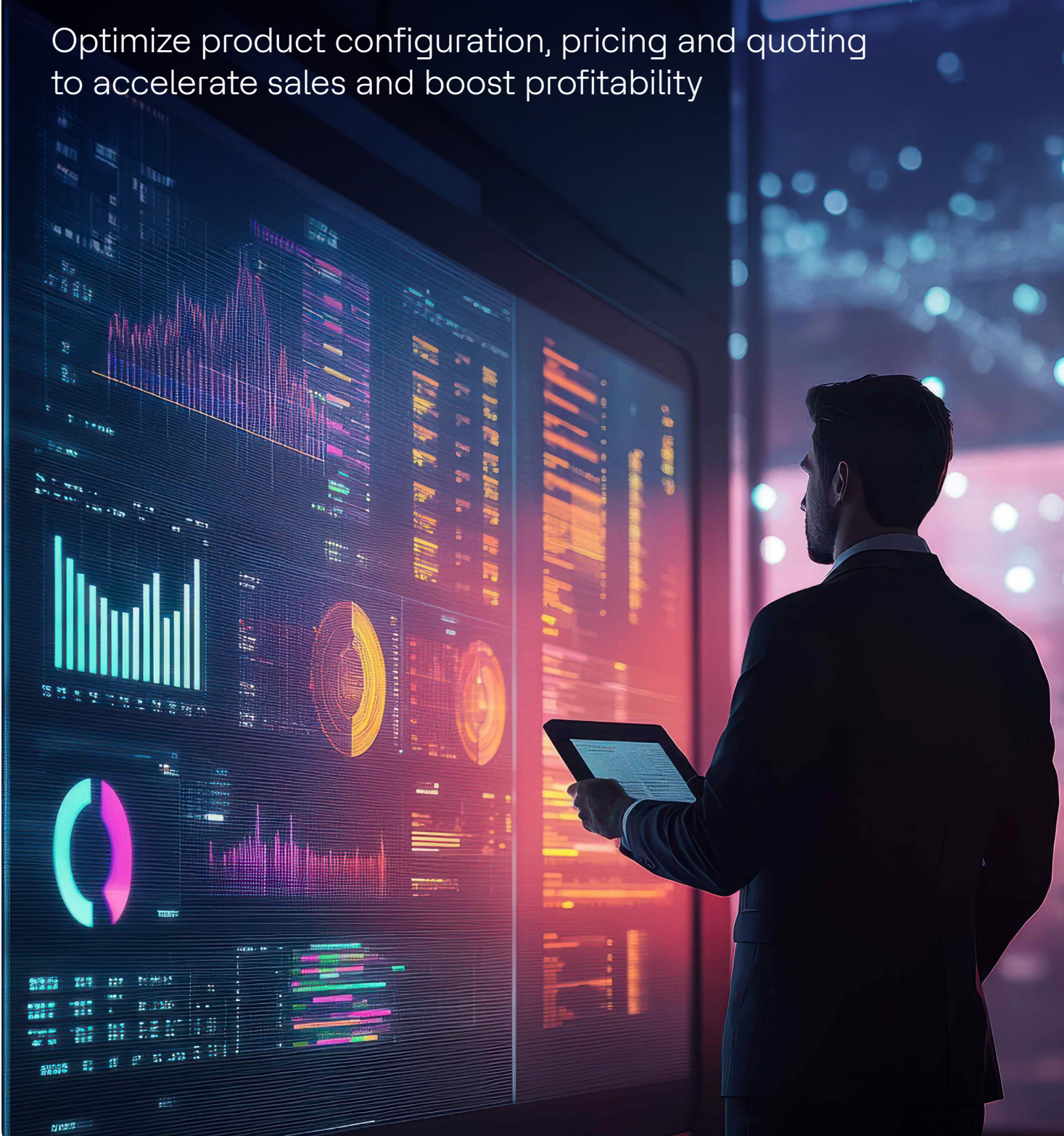


Sales workflow transformation offering from HCLTech with Oracle CPQ cloud

Optimize product configuration, pricing and quoting to accelerate sales and boost profitability





Overview

Smart enterprises are looking to streamline the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering and approval workflows.

While evaluating Configure, Price and Quote (CPQ) Cloud Solutions, you may find many in the market that promises to help enterprises "sell faster," "eliminate errors," "close deals quickly" or "improve margins."

Though it is true that CPQ as a solution offers significant advantages, Oracle CPQ Cloud stands out from competition, being named a Leader in the Gartner® Magic Quadrant™ for Configure, Price, and Quote Applications for seven consecutive years. Of the 16 companies evaluated, Oracle was recognized as a Leader based on "Completeness of Vision" and "Ability to Execute."

What is Oracle CPQ?:

Oracle CPQ (Configure, Price, Quote) is a cloud-based software application specifically designed to help businesses streamline and automate the sales process, particularly for complex products and services.

Here's a simple analogy



- 1 Imagine you're ordering a custom-built computer. Instead of manually calculating the price based on each component (CPU, RAM, storage etc.), a CPQ system would do it automatically.
- 2 Guide you through the selection process: "Do you need a gaming PC or a workstation? What operating system do you prefer?"
- 3 Instantly calculate the price: Based on your choices, the system instantly determines the total cost, including any applicable discounts or bundles.
- 4 Generate a professional quote: The system produces a clean, easy-to-read document outlining the chosen components, their prices and the final quote.

Key features of Oracle CPQ



Product configuration

Oracle CPQ enables product configuration through guided selling, leading sales reps and customers via questions to determine the best configuration; supports complex products with multiple options, variations and dependencies; and utilizes a rule-based engine to enforce business rules, prevent invalid configurations and ensure pricing and contractual compliance.



Pricing and Discounting

Oracle CPQ enables real-time pricing based on configuration, applying discounts, promotions, volume pricing and custom rules; offers centralized discount management for tiered, bundle and customer-specific pricing; and supports what-if analysis for sales reps to explore pricing scenarios and optimize profitability.



Quote generation

Oracle CPQ automates quote creation with professional, customized quotes including product details, pricing, terms and delivery dates; enables interactive quotes for customers to explore options and make changes; and integrates with document generation tools for legally binding contracts, proposals and sales documents.



Workflow and approvals

Oracle CPQ automates sales workflows, including quote approvals, order processing and contract management; enforces role-based access control to restrict sensitive information access; and maintains a complete audit trail of quote creation, modifications and approvals.



Integrations

Oracle CPQ integrates with leading CRM systems like Oracle Sales Cloud and Salesforce for seamless data flow across sales, marketing and customer service, and connects with ERP systems to streamline order fulfillment, inventory management and invoicing.

Key Benefits of Oracle CPQ cloud



Increased sales: Streamlines the sales process, enabling sales teams to close deals faster and increase revenue.



Improved accuracy: Reduces errors in pricing and order entry, leading to improved customer satisfaction and reduced costs.



Enhanced efficiency: Automates manual tasks, freeing up sales teams to focus on more strategic activities such as customer relationship building.



Streamlined workflow and approvals: Automates sales processes with role-based access control and a complete audit trail.



Enhanced customer experience: Provides guided selling, interactive quotes and personalized pricing to improve customer engagement.



Competitive advantage: Gives businesses a competitive edge by enabling them to offer a more personalized and efficient customer experience.

HCLTech Oracle CPQ capabilities

HCLTech brings extensive expertise in Oracle CPQ consulting, implementation and ongoing application support across diverse industries.

Our comprehensive capabilities span BML (BigMachines Language), Commerce, Configuration, Data Migration, Performance Optimization and Security Compliance.

With a proven track record of delivering scalable and high-performance CPQ solutions, we empower businesses to streamline their sales processes, enhance pricing accuracy and drive operational efficiency.

HCLTech: A trusted leader in Oracle CPQ consulting and implementation



HCLTech is recognized as a leader in Oracle CPQ services, having extensive experience in consulting, implementation and application support across industries.

As an acknowledgment of our proficiency, HCLTech is consistently rated as a Leader in Worldwide Oracle Services by all major Analysts including Forrester, IDC, Avasant and ISG.

Our implementation expertise is demonstrated through multiple successful projects that showcase our experience in developing solutions. One such solution optimized Oracle CPQ Cloud for external partners, accelerating quote generation from three days to just four hours.

Our strong partnership with Oracle and proven track record in delivering Oracle CPQ solutions position, HCLTech as a trusted consulting partner among customers in the marketplace.



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