

Revenue Cloud implementation from the first quote to recognized revenue

Two decades and more than 60 full lifecycle Salesforce Quote to Cash implementations for our technology customers.

22%

of companies came within 5% of forecast over three years

KPMG, Forecasting with Confidence

61%

of CFOs cite data quality as the principal barrier to securing AI investment

EY, DNA of the CFO, 2026

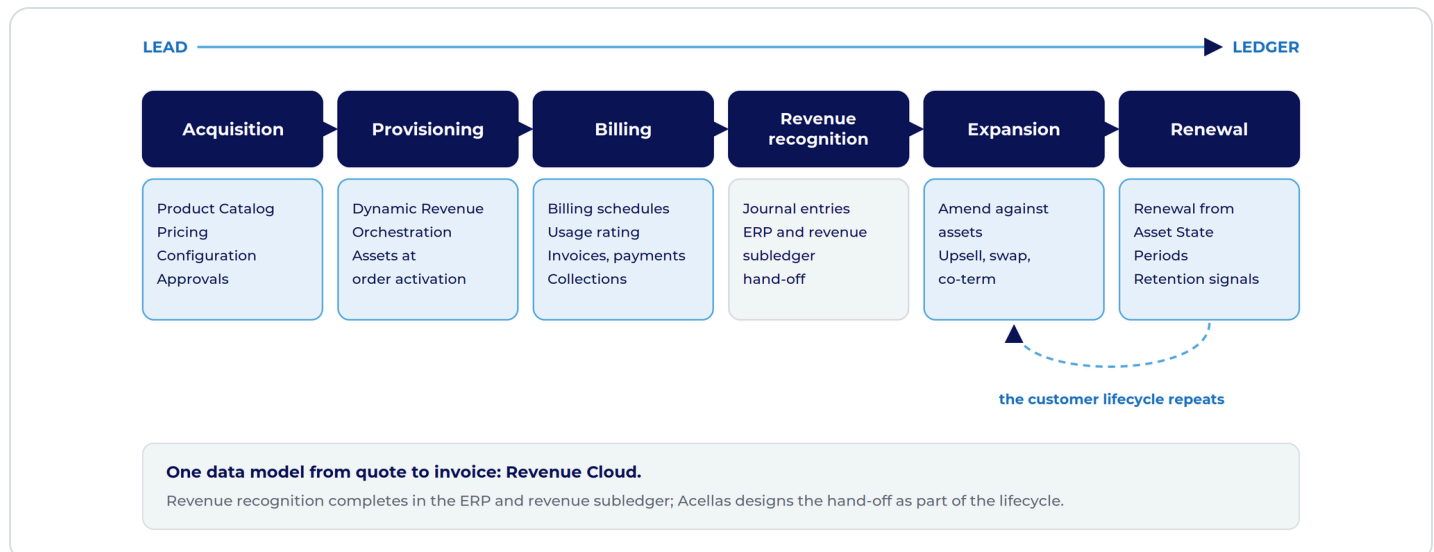
84%

of CFOs have yet to realize a return on finance AI

Gartner and Evanta, 2026

The customer lifecycle on one data model

Technology revenue is won once and changed many times.



Why one data model matters

What is sold is what is invoiced

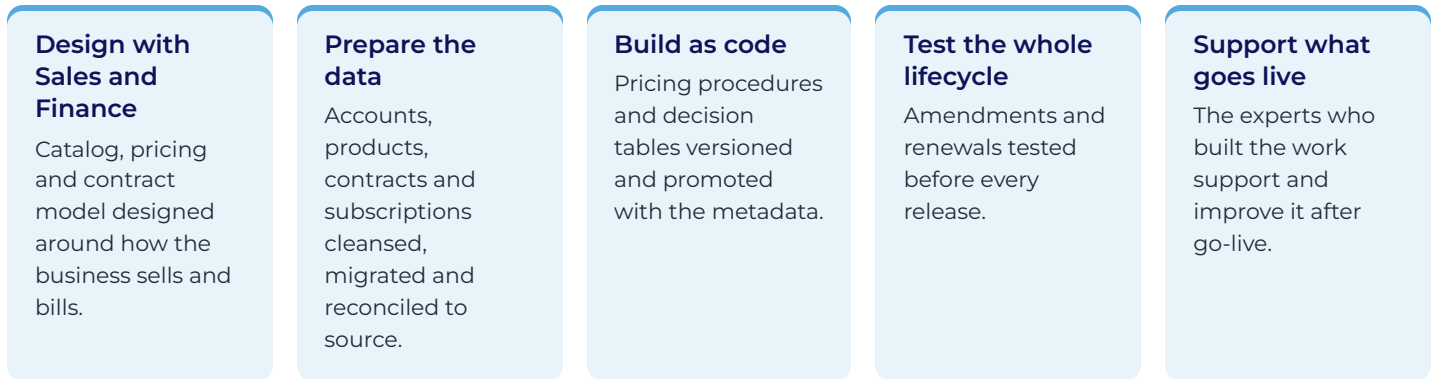
Agents perform the repetitive work

Every channel served by the same engine

New models without re-implementation

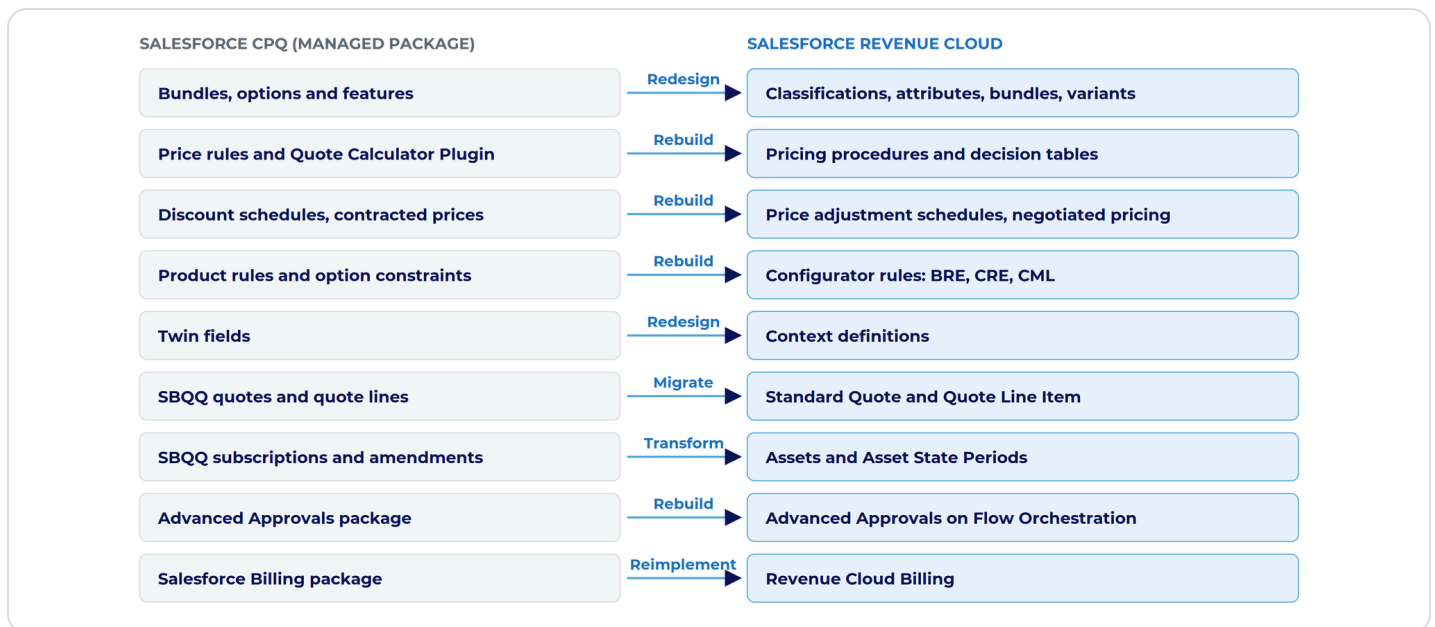
How Acellas consultants run a Revenue Cloud implementation

The method rests on two decades of Salesforce Quote to Cash.



CPQ to Revenue Cloud migration

Pricing, configuration, contracts and subscriptions carried across from Salesforce CPQ and redesigned.



Questions about Revenue Cloud implementation

Does Revenue Cloud support usage-based and hybrid pricing?

Yes. Revenue Cloud supports subscription, usage and hybrid pricing on one catalog, so a new pricing model arrives as a change to the catalog and pricing rather than as a new implementation.

How does Revenue Cloud work with an ERP?

Revenue Cloud passes orders, invoices and revenue data to the ERP through an integration. Our team confirms before go-live that quote, contract and invoice agree, so Finance can rely on the figures on both sides.

Plan your Revenue Cloud implementation

Talk with the architects who would lead the work.

[Talk to our experts · acellas.com](https://acellas.com)