

CHALLENGE

- Aryaka was undergoing a growth-induced transition, through which the product's structure and go to market were being transformed.
- Along with this effort, additional focus was placed on the renewals processes and the establishment of a robust install base repository.
- The solution allowed for the culmination of these while freeing the sales operations and legal teams by empowering the salesperson to act independently while being governed by rules and approval processes.

RESULTS

Uptima gained Aryaka's trust as an expert advisor and successfully transformed the entire business process.

- Created a combined solution for quoting, contracting, amending and renewing their products in brand new go-to-market strategy.
- Improved the visibility and accuracy of the pipeline to all management levels.
- Allowed for global teams to uniformly quote in adherence with executive guidelines.

SOLUTION

Uptima implemented Salesforce CPQ to meet Aryaka's requirements:

- Introduction of highly guided packaged offering utilizing the full capabilities of Salesforce CPQ product rules to minimize error rate and time to quote.
- Quick and simple creation of Sales Order Forms that accurately represent the quote and conditions associated with it.
- Proactive automated renewal opportunity and quote creation process.

"Uptima team has been proactive and diligent in delivering CPQ solution at Aryaka. Their work deliverables were well received by Business and Technology teams and gave Aryaka an edge to sell new Smart Services offering. I'm very pleased with the Uptima leadership team especially their professionalism, transparency, and responsiveness."

VENKAT RANGA

Head of Business Information Systems



CLIENT

Aryaka Networks provides application acceleration and network optimization solutions. The company offers cloud-based software solutions for compression, advanced redundancy removal, and optimization.

EXECUTIVE SPONSOR

Vikas Garg
Senior Vice President of Engineering & Operations

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