



## *Transforming Business Processes through Simplification*

Rapid7 is a software company that is creating a more secure future in cybersecurity. They advance their security through research, product development, and more.

Industry: High Tech

Application: Revenue Cloud, CPQ

### The Challenge:

- Existing NetSuite solutions were unable to help them scale the business into a modern subscription selling company.
- System was not set up to handle the complexity of quoting their product catalog while offering a good user experience.
- Identified need to move to agile methodologies, required expert guidance for process.
- Needed strategic partner for evaluating key business processes to make the most of their new Salesforce technology.

### The Solution:

- Helped team implement multi-phase approach with new Salesforce CPQ instance.
- Enabled business transformation from perpetual license model to modern subscription SaaS-based company.
- Designed a simplified selling view while also maintaining the functionality needed for fulfillment.
- Created quote generation process that focused on ease of producing quotes.
- Provided expert coaching for team during their transition to using agile methods.
- Acted as specialists who helped guide the thinking behind key business process decisions.

### Benefits:

- Company experienced growth every quarter since implementation.
- Instrumental in helping transform business model.
- Quotes were generated faster with fewer errors, creating a competitive advantage.
- Salesforce team increased throughput using new agile methodologies learned during the engagement.

**“You were instrumental in helping us be successful. A lot of consulting companies will try to do things in the most expedient way, [which] not be the best [approach]. Cloud Giants did things the right way, and things work.”**

-John Herson Senior Manager, Enterprise Architecture

