

This Veloce customer is a publicly traded medical device manufacturer that outgrew their original system for creating contract pricing.



Medtech Customer Success Story

Challenge

- ✗ All pricing was done manually
- ✗ Reps were unable to create pricing on their own
- ✗ Pricing process took days to weeks

Using a homegrown custom built quoting solution on Salesforce, the solution supported the company's needs in the early days, but it was rigid and lacked the extensibility needed to support their growing business. They needed something more powerful to take their business to the next level.



Results

- ✓ Guided pricing experience for sales
- ✓ Automated quoting process
- ✓ All deal metrics in real time



With Veloce CPQ, their sales teams can quickly get accurate contract pricing that follows company's guidelines out to physicians, hospitals, IDNs, and GPOs. They now have a fully automated quoting system, giving leadership all of the real-time metrics needed to make intelligent business decisions.

With all pricing handled by Veloce, they can manage their business with clear visibility and control of their margins.



Veloce can help improve your sales team's efficiency and effectiveness.

 sales@veloceapps.com

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