

This Veloce customer pioneered the convergence of networking and security into the cloud. They allow organizations to securely and optimally connect any user to any application anywhere on the globe.



Communications Customer Success Story

Challenge

- ✗ Confusing UI that could not support product mix
- ✗ System couldn't handle medium or large quotes
- ✗ Sales reps forced to quote manually, outside the system
- ✗ No clear visibility into renewals & amendments
- ✗ Lack of real-time deal metrics

The company had been experiencing a lack of adoption of its CPQ system, which struggled to support new product introductions. As a result, there was a lot of quoting being done manually, outside the control of the system.



Results

- ✓ UI configured to meet their specific requirements
- ✓ Fast & accurate quote for 2,000 locations | 10,000+ lines
- ✓ No more user adoption issues or manual quoting
- ✓ Clear visibility on changes for renewals & amendments
- ✓ Real-time deal metrics for intelligent deal structure



With Veloce CPQ, their sales teams can get quotes out much faster and with greater accuracy for customers with more than 2,000 locations and 10,000+ quote lines. Leadership can view all of the real-time deal metrics needed to make intelligent business decisions without leaving the quoting solution. And, the flexibility of the configurable UI allows them to have the agility they need to support the dynamic needs of the market. As customer demands or go-to-market strategies shift, the system will support their needs.



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

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