

CASE STUDY

Results

- Accelerated sales cycle
- The new system is designed to provide a unified, scalable platform and process across the quote-to-cash process.
- Reduced revenue leakage through improved subscription management
- Improved experience through intelligent self-service for teams and customers
- ~ 1 year project

Challenges

Customer's existing CPQ was old and not meeting business needs. Due to their recent acquisition by Advent, they also needed the entirety of the quote and contract lifecycle in one platform.

Solution

- Define and Design session to better understand technical layout and determine best approach
- Uptima implemented an end-to-end quote to cash solution for entire product offering.
- Streamline the contracts process to improve the sales & customer experience
- Enhanced pricing and product configuration.
- A solution following industry best practices
- Uptima provided thought leadership and revenue expertise to maximize ROI

Enterprise Technology Company

Industry Alignment



Software

Services

- Transformation & Implementation

Products

- Salesforce RCA