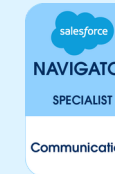




LARGE INDIA BASED MANUFACTURING



CLIENT REQUIREMENTS:

1. Needed a unified system to manage the complete lead-to-despatch process with minimal manual intervention and faster approvals.
2. Required real-time visibility into sales, orders, and dispatch operations to enhance decision-making and operational efficiency.

KEY CAPABILITY LIMITATION:



Fragmented Systems – Disparate & scattered data across multiple platforms.



Manual Processes – Slow quoting and order approval cycles.



Limited Visibility – No unified customer or order view.



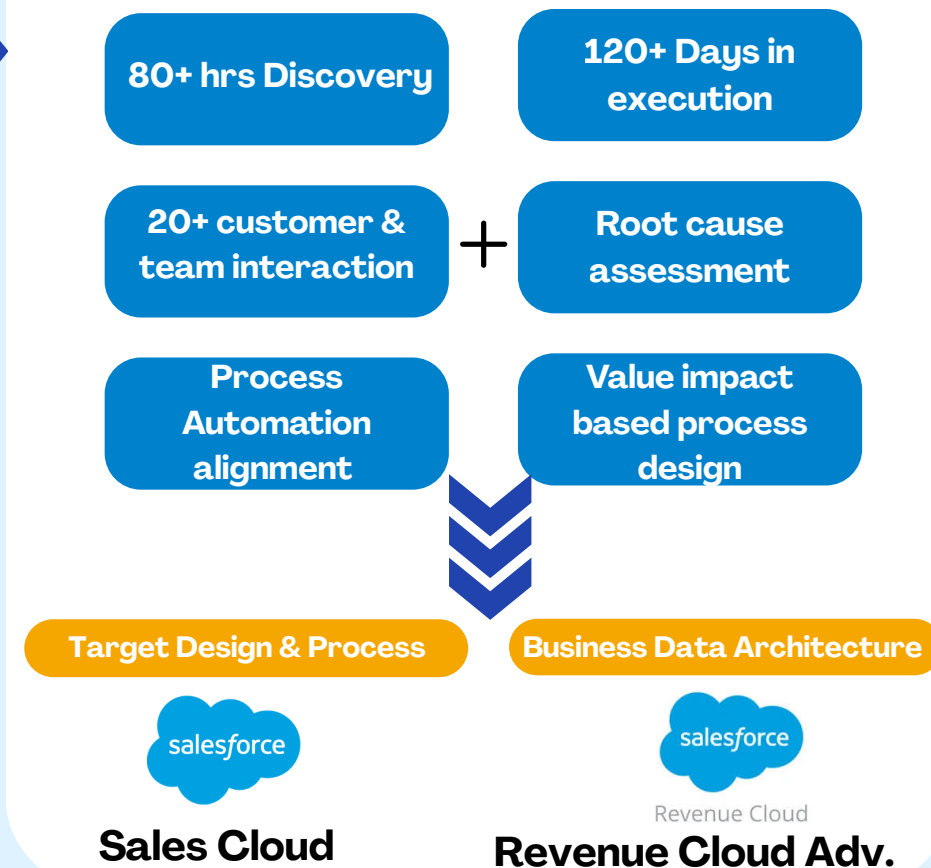
No Pricing Control – Revenue loss due to manual interventions and lack of validations.



OUR APPROACH:



OUTCOME FOCUSED PROCESS RE-ENGINEERING



END RESULTS & VALUE CREATION:

- Reimagined Journey
- Reduced 270 to 25 Order fields
- 5 Offline processes automated
- 75+ Product SKU's
- 2 Integrating Systems
- 7 Personas & 140+ users

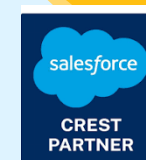
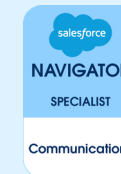
Streamlined quote-to-despatch process, improved sales efficiency, and enhanced revenue visibility across the enterprise

BUSINESS OUTCOMES

Agent Experience & Unified Order Despatch view	75%	↑
Revenue Tracking Accuracy	35%	↑
Order turn around time	30%	↓



LARGE SAUDI BASED TECHNOLOGY CLIENT



CLIENT REQUIREMENTS:

1. Needed a unified system to manage the pricing and quoting with minimal manual intervention and faster approvals.
2. Required real-time visibility into sales, orders to improve operational efficiency.

KEY CAPABILITY LIMITATION:



Disparate Systems – Scattered data across multiple platforms.



Manual Processes – Slow quoting and order approval cycles.



Limited Visibility – No unified customer or order view.



Lack of Revenue Scheduling – Manual revenue tracking & manual pricing leading to revenue leakage



OUR APPROACH:



OUTCOME FOCUSED PROCESS RE-ENGINEERING

40+ hrs Discovery

40+ Days in execution

Catalog creation

Root cause assessment

Quote Automation

Value impact based process design

Target Design & Process

Business Data Architecture



Sales Cloud



Revenue Cloud Adv.

END RESULTS & VALUE CREATION:

Synthesized Quoting

Regulated pricing

Lead to Quote Implementation

100+ User Stories

1 Integrating Systems

3 Personas & 20+ users



Streamlined quote-to-cash process, improved sales efficiency, and enhanced revenue visibility across the enterprise

BUSINESS OUTCOMES

Unified customer view 80%



Revenue Tracking Accuracy 40%



Order turn around time 30%

