BENEFITS OF CPQ

TANGIBLE

Verenia

REDUCTION IN ERRORS

CUSTOMER QUOTE

Errors **93%** decreased

"I have no idea how many [used to need to be] re-worked, but I do know that the number of errors that got out the door was in the 4 – 5% range, and is now in the ball park of .33 - .5%. This is obviously a huge gain, but the add here is that we were able to significantly reduce our error rate & we don't need to 100% inspect each order, like we used to."

Saved 3 manual double-checks

Accurate BOMs/inventory control

"We wouldn't be able to ship the volume of product we ship today without the BOM demand that we now generate. We'd be flying in the dark."

INDUSTRY

True Web Based CPQ with simple question and answer evaluation can be accessed from anywhere. This rules based tool helps ensure valid configurations, thereby eliminating errors and potential write-offs during the manufacturing process.

CRM

ABERDEEN GROUP STATISTIC

105% larger average deal size in sales

49% higher average proposal volume per month

INDUSTRY

↳ % increase in revenue (1-2% typical industry average)

Various departments throughout the organization can benefit from time savings as a result of the fully embedded application. Examples include a guided sales process that requires the use of task lists to enforce proper review of orders or guided configured price quote to reduce errors.

PeopleSense INC.
ERP solutions and services

Sales administrative workload may be reduced as a result of streamlined processes and integrated order entry and an increase in first call resolution.

↳ Hours Saved

Gross Margins can also be improved through cross selling customer's additional items, via sales rep. or customer self-service (i.e. retaining angle, sleeve.)

↳ % point increase in GM% (.5% typical industry average)

REDUCE TURNAROUND TIME

↳ to take advantage of missed opportunities due to timeliness of quoting process

CUSTOMER QUOTE

Decreased processing time by weeks

Saved 3 manual double-checks

ABERDEEN GROUP STATISTIC

19% | higher lead conversion rate

27% | shorter sales cycle

INCREASING

↳ quotes 20-25%/year, person hours and fully burdened employee savings by doing more with less. Not having to hire additional staff (training, compensation, etc...)

CUSTOMER QUOTE

Training time down from 120 days to enter order correctly to doing it right ON THEIR FIRST DAY.

"Given the complexity of our product line, it was more like 4 – 6 months before anyone was regularly accurate..."

ABERDEEN GROUP STATISTIC

49% | higher average proposal volume per month

26% | more full-time sales reps who reach their numbers

27% | shorter sales cycle

INTANGIBLE

DIGITALIZATION → easy to do business with. Industry thought leader.

DELIVERING → a B2C experience everyone comes to expect in the B2B world.

GET A WIN → for your company and your customers

SHOWCASING → your products and services