birlasoft

Birlasoft CPQ, PH and CDM Cloud Solution for Oracle EBS

An Integrated SaaS offering for Configure, Price, Quote (CPQ) and Master Data Management (MDM)

Responding fast to customers with the right solution at the right price is imperative for today's competitive enterprise. Your sales team must be equiped and empowered with the "tribal knowledge" of your products and be customer experts. This allows sales to spend more time selling and less time finding answers to product or customer questions.

Streamlined workflows and approvals with real-time integrations with CRM and ERP systems help quickly provide 100% accurate quotes, contracts, and proposals.

Challenges

Businesses today are facing the following challenges in order to gain a competitive advantage:

· New product / components introduction or changes are done manually

· Methods of product attribute enrichment are inconsistent

· Product configuration with complex rules takes too long

· Significant maintenance cost of Oracle Configurator for managing the changes

· Difficulty managing configuration during CPQ Process during 'Make to Order' and 'Make to Stock'

· Complexity in Oracle Configurator Process such as, publishing and code enhancement

· Lack of single source system for managing the product attributes

· Product and customer pricing is maintained in multiple places

· Slow quote process because of the inefficiency of product searching based on attributes

· Low accuracy of quote information as product and customer data are not standardized or consistent

· Missed upsell and cross-sell opportunities as product cross reference information is not available

Birlasoft CPQ, PH and CDM Cloud Solution for Oracle E-Business Suite

Birlasoft's CPQ, Product Hub (PH) and Customer Data Management (CDM) Cloud solution for Oracle E-Business Suite is a unique solution to address the growing complexities of organizational workflows through integrated systems of engagement. Oracle CPQ Cloud enables companies to streamline their product selection, configuration, pricing, quoting, ordering, and approval processes to have an improved user experience and sales efficiency. It also increases revenue through upselling and cross-selling guidance. Oracle PH Cloud and CDM Cloud support product and customer master data for CRM, CPQ and Oracle E-Buiness Suite.

The Architecture of the Birlasoft CPQ, PH and CDM Cloud Solution for Oracle E-Business Suite is as follows:

Birlasoft - CPQ Solution for Oracle EBS
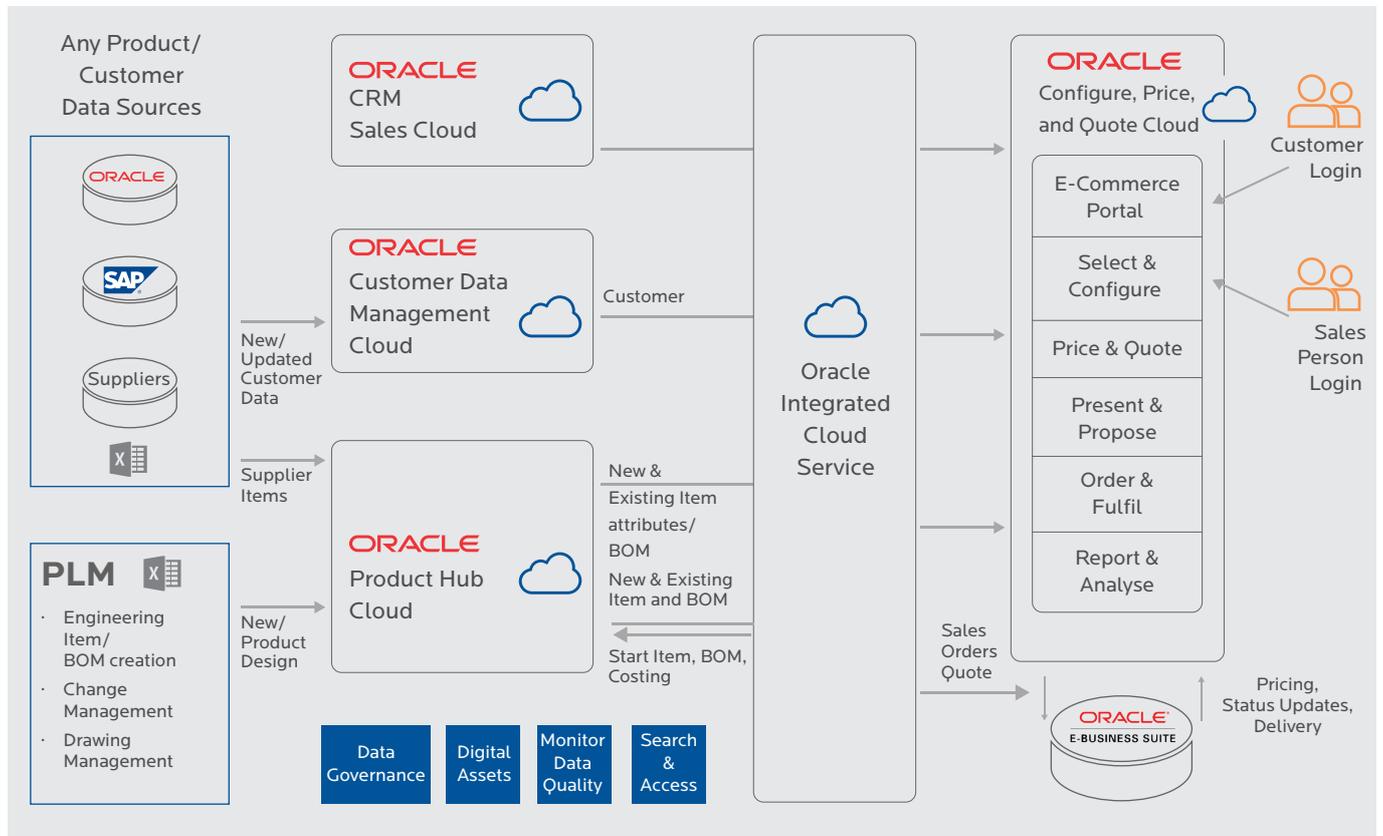
Product Hub (PH) Cloud and Customer Data Management (CDM) Cloud

PH Cloud provides quality product data to CPQ and EBS by being the single source of model, item and attributes for both CPQ Cloud and EBS. Similarly, CDM Cloud provides quality customer data by being the single source of customer data and attributes for both CPQ Cloud and EBS.

PH Cloud

- Search based Attributes
- Single source of Item & Attribute
- Ease of maintaining product
- Rules based on Attributes
- Model Bill of Materials (BoM)

ORACLE CPQ

ORACLE E-BUSINESS SUITE

CDM Cloud

- Enrich Customer
- Single source of Customer Data
- Ease of maintaining customer
- Rules based on Customer
- Customer Hierarchy

ORACLE CPQ

ORACLE E-BUSINESS SUITE
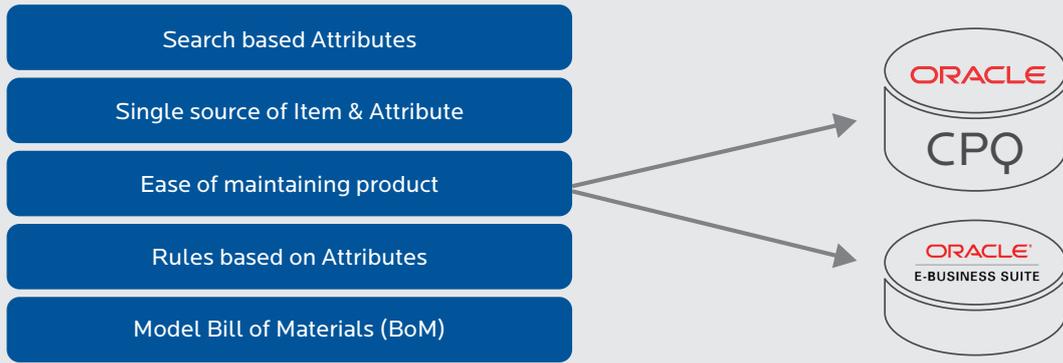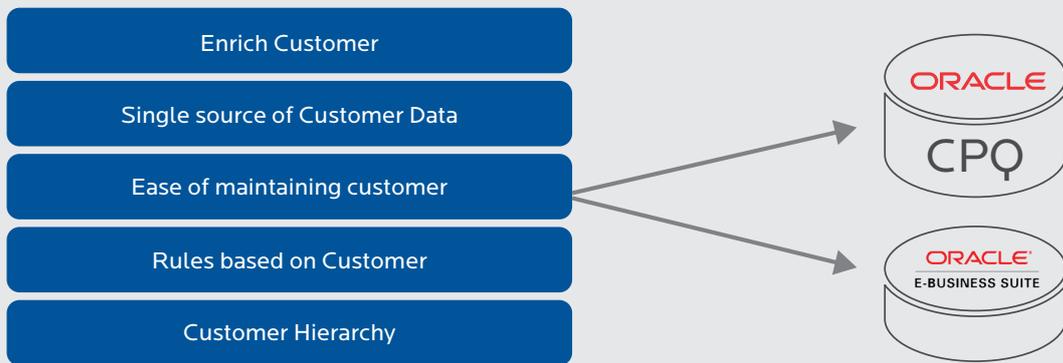
Benefits

- Streamlines configure, pricing, quoting, order generation process
- Provides centralized system to manage items, BOM's and attributes
- Offers ability to simplify configuration of the complex rules based on attributes
- Enhances accuracy in quotes by better product searches and reliable data
- Accelerates the process of proposal generation through good master data
- Provides centralized system for customer, address and contact details
- Helps quote error checking and reduces cycle time needed for quote generation
- Enables generating larger volume of quotes through integration
- Eliminates errors in generating the * items

Why Oracle CPQ Cloud instead of Oracle EBS Configurator

- CPQ reduces cost of maintenance
- Unique Quote to Order flow across enterprise
- Eliminates the need of multiple order capturing system

Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.