

Increase Margin with Oracle CPQ Cloud

5 Ways to Improve Business Margin

PRICE

#1 Optimize Price with Flexible Oracle CPQ Cloud

- Dynamic pricing
- Rules engine for discounts management
- WTP (willingness to pay) recommendation



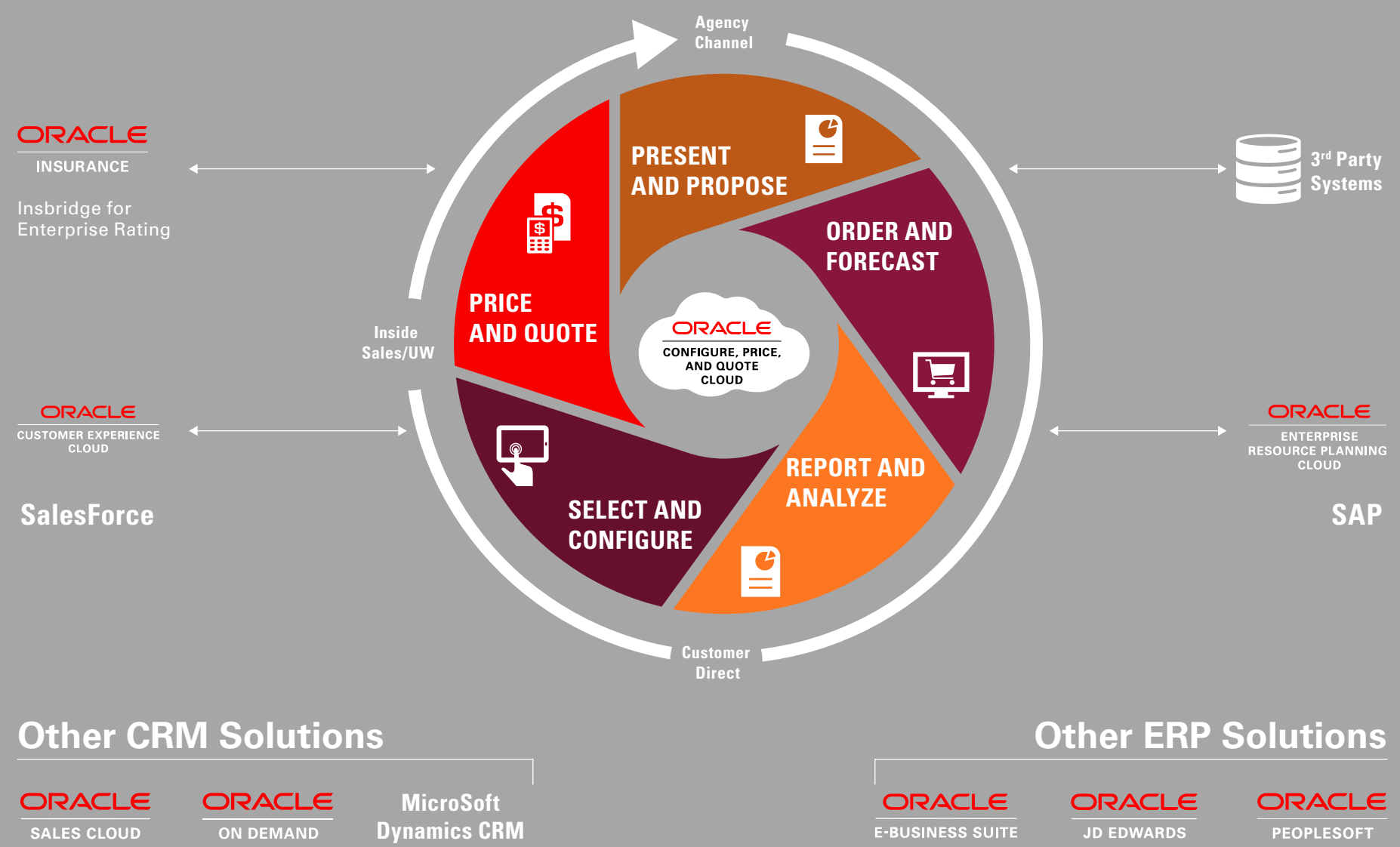
VOLUME

#2 Increase Quote Throughput with Efficient Oracle CPQ Cloud

- Automated quote approvals
- Simplified product configuration
- Standardized quoting processes



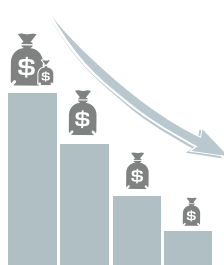
ORACLE CONFIGURE, PRICE AND QUOTE CLOUD



COST

#3 Reduce Costs with Productive Oracle CPQ Cloud

- Eliminate order errors
- Business administered CPQ reduces overhead
- Cloud solution reduces IT costs



SCALE

#4 Expand Sales with Scalable Oracle CPQ Cloud

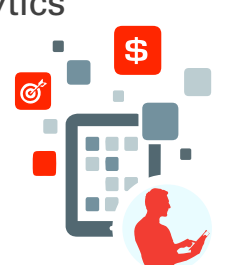
- Adaptable multi-currency & multi-language solution
- Flexible rules engine to accommodate product & price complexity
- Multi-channel capability



GOVERNANCE

#5 Establish Product & Price Discipline with Centralized Oracle CPQ Cloud

- Decision support driven by CPQ business analytics
- Guided selling facilitates accurate forecasting, quoting & ordering
- Ease of use enables nimble execution of GTM sales strategies across channels and geographies



"Our salesforce is able to sell our service more efficiently and their productivity has improved by 20%. And right now we only need a few seconds to complete the whole process (Quote-to-cash), very impressive. And we are able to save some head counts to reduce the costs and also we employ them to other more meaningful jobs."
 - Derek Choi, SVP Business and Sales Management, PCCW Media

"We were able to standardize our process. We basically cut the number of steps of the Quote-to-Order in about half. We increased the productivity and reduced a lot of errors flowing downstream into our back office processes, having to do with purchasing, billing and accounting."
 - Maaikie Linton, Sr. manager, NEC

"We went from about 87% of quoting on-time delivery to 95% after we implemented Oracle CPQ Cloud. We also doubled our quote throughput. Last year we generated 30,000 quotes."
 - Daniel Wiegand, Director of IT, Flowserve Corporation



Oracle CPQ Cloud

Sell faster, more easily, and more accurately with guided selling, dynamic pricing, and an easy-to-use workflow approval process.

To learn more about Oracle CPQ Cloud, visit our [website](#).