Oracle partner Keste

How'd they do it?

5 compelling cases

1. A food service distributor that sells fresh ingredients and natural food products across the U.S. and Canada, and is one of the largest distributors of fresh food in the world. They leveraged their existing Oracle Cloud platform to build a new commerce platform.

   - **The Challenge:** The distributor was able to provide detailed nutritional data tied to food products, allowing customers to make choices that align best with their lifestyle and health goals.
   - **The Solution:** Utilizing their robust digital commerce platform, this food service distributor realized they had an abundance of unused data that could be monetized.
   - **The Result:** New commerce platform increased revenue via online sales of over $10B from helping customers achieve their lifestyle and health goals.

2. A luxury furniture manufacturer/wholesaler that offers personalized, customizable home furniture via interior designers and 3rd party showrooms.

   - **The Challenge:** The brand transformed online product configuration/customization of unused data that could be monetized.
   - **The Solution:** The company streamlined and improved accuracy of their complex product configuration processes.
   - **The Result:** Revenue impact of $10M, streamline lead-to-order process.

3. A supercomputer manufacturer that offers a wide variety of highly customized and difficult-to-configure products.

   - **The Challenge:** Complex product configurations forced four separate departments to spend too much time creating, changing, and selling products.
   - **The Solution:** The brand migrated to a self-service configuration sales model.
   - **The Result:** Eliminate barriers to order-to-fulfillment process, leading to over $237k ROI in year 1.

4. A digitally engaging product configuration process that doesn't overwhelm the customer with a massive number of fabric, wood, and finish options.

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   - **The Result:** Revenue impact of $10M, streamline lead-to-order process.

5. A world of possibilities. Explore these real customer success stories, brought to you by Keste, an Oracle Platinum Partner for Oracle CPQ, Oracle CX, EBS and ERP systems.

To learn more about these customer success stories, visit go.oracle.com/unforgeablecx.