

Case Study

Telecom



Large telco enabling thousands of resale partners to configure, quote, sell and service ICT solutions Our primary scope was Lead to quote.

Functional Architecture



Challenges

Outcomes

- › Maintenance and Quote Capture overhead due to a large set of Product Inventory (Complex product hierarchy)
- › Fragmented sales process
- › Manual Process of Cost and margin calculation for price guidance and optimization Dynamic & customer Specific pricing
- › Revenue leakage and Data inefficiencies

- › Sales Efficiency
- › Unified Product Catalog
- › Profitability Optimization
- › Integrated Selling Process



20+

Clients

4.7



AppExchange

79+

Active Projects