

Configure, Price, Quote, and Order (CPQO)

Streamline, customize, and scale with CPQO solutions

Zensar excels in CPQO solutions, including B2B/B2C web portals and exchanges. We offer business process consulting, portfolio rationalization, custom solutions, platform customization, and system integrations. Our focus on sales process streamlining, revenue enhancement, and customer experience, combined with our domain expertise and partner ecosystem, drives business growth and optimizes go-to-market strategies.



Success Story

Expanding possibilities:

Streamlining offer management and enhancing revenue enablement

Client: Multinational digital communications technology conglomerate.

We integrated Advanced Operational Environment (AOE) workflow for seamless offer ideation to order placement. We also provided a self-service design canvas, automated annuity offers, incorporated monetization models, digitized service offers, and automated ERP BOM creation.

NPI cycle time was cut to 24 hours, boosting efficiency and agility while enhancing revenue and collaboration.



Services offered

- Business process analysis and optimization
- Consultancy for CPQ platform selection
- Readiness assessment for CPQ implementation
- Bespoke development and implementation of CPQ solutions
- Configuration and customization of CPQ solutions
- Integration with CRM and ERP platforms and other native business applications
- Implementation of guided selling and other industry-leading sales enablement concepts



Benefits

- Faster product, service and offer launch
- Faster sales quote process
- Accuracy in quote generation, configuration, and pricing
- Optimized product rule configuration
- Guided selling solution to optimize sales team efficiency
- Standardization

Schedule a complimentary 30-minute discussion with our experts and start your digital transformation journey today!

Write to us at cloud_transform@zensar.com

65000+

Person months experience

500+

Product releases

Multishore Operations

350+

Domain experts

Zensar services



Foundation services



Experience services



Advanced engineering services



Data engineering and analytics services



Application services