



Enterprise Platform Services

Revenue Management Framework for Manufacturing provides end-to-end process and technology recipe for success

The manufacturing industry has faced numerous challenges over the past several years. Disruption of the supply chain required innovation on the shop floor, and demand for omni-channel selling and customer engagement are just a few of the challenges in this highly dynamic operating environment. Manufacturing companies need to do more with less and key strategic

providers of services must up their game to keep pace with the speed of innovation.

Revenue Management Framework is a Cognizant offering that pairs purpose-built intellectual property (IP), accelerators and integrations with world-class consulting to expedite outcomes for clients using Salesforce Revenue Cloud.

Proof points and differentiators

- ✓ Industry-specific overlay to extensive horizontal, partner and domain assets
- ✓ Tailor-ready reusable solutions deliver the fastest possible time-to-value
- ✓ Deep strategic alliances create end-to-end value across the ecosystem
- ✓ Partner expertise and relationships to de-risk initiatives
- ✓ Proven Atlas® delivery framework with unmatched project success
- ✓ Over 500 implementations of Revenue Blueprint products since 2016
- ✓ More than 20 years of domain experience

Revenue Management Framework for Manufacturing

Verticalized Atlas offering



Prebuilt integration mapping to client's legacy SAP implementation:
Variant Configurator
Core SAP Financials

Additional available extensions



With Revenue Management Framework your business will:

- 1 Navigate rapidly evolving business models and monetization strategies within your industry
- 2 Identify and prioritize an outcomes-focused strategic roadmap
- 3 Receive expert guidance on technology procurement and integration
- 4 Iteratively achieve business outcomes through the delivery of people, process and technology-focused initiatives

- 5 Implement technical solutions across high-barrier emerging technologies within the monetization ecosystem
- 6 Be on the leading edge of insights and artificial intelligence with truly connected data across business systems
- 7 Unlock more value from existing investments and from often-siloed or, at best, partially connected digital initiatives
- 8 Have a partner across all tiers of the business to support day-to-day operations while constantly looking to the future

Why Cognizant

Cognizant has a proven track record transforming core infrastructure for large enterprises across industries for more than 25 years. As a trusted partner, we help you define your strategic IT modernization vision by leveraging our best-in-class Cognizant methodology and framework. As a customer-centric partner to some of the world's largest companies, we have provided secure and reliable, proven IT infrastructure for Fortune 2,000 companies for nearly three decades. Our partner ecosystem is unparalleled, and we offer unmatched domain, business process and application expertise.

Set up a briefing session to learn how Cognizant can partner with you for Core Infrastructure Management.

Visit www.cognizant.com to find out more.



Cognizant (Nasdaq: CTSH) engineers modern businesses. We help our clients modernize technology, reimagine processes and transform experiences so they can stay ahead in our fast-changing world. Together, we're improving everyday life. See how at www.cognizant.com or [@Cognizant](https://twitter.com/Cognizant).

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