



Enterprise Platform Services

Get the most from your investment with a Salesforce CPQ health check

Configure Price Quote (CPQ) is a phrase commonly used for the process leading up to generating a sales proposal for companies offering complex products or services. CPQ software helps companies enable their sales organizations by easing configuration of complicated product offerings, price them in such a way that

the correct discounting and bundling rules apply to products or sets of products, and create fast, accurate quotes based on that information.

CPQ software bridges the gap between front and back-end systems and assists companies in the lead to revenue process.

What is a CPQ health check?

Our Revenue Management application support team will test the FACT (Fast, Accurate, Clean, Transactable) capabilities of your implementation by evaluating the performance, usability and agility of your current Salesforce CPQ implementation.

Key benefits include:

- ✔ Salesforce CPQ health checks are focused on helping our clients get the most out of their Salesforce CPQ implementation by reviewing current processes and providing recommendations to ensure you're getting optimal user experience and business efficiency.
- ✔ Our team can identify product or process inefficiencies and provide recommendations for optimal usage.
- ✔ Supported by our Revenue Management team, which consists of hundreds of consultants who have vast expertise in enterprise architecture, program management, integration architecture, quality assurance and deployment
- ✔ Salesforce CPQ health checks are available at a flat-rate and are conducted by a small team of consultants, taking approximately 20 hours over a two-week period

FACT framework

FACT is a framework for the quote process owner to leverage in ensuring the quote environment is optimized – or balanced – to the holistic needs of the business.

Fast

Quote process is as responsive as the customer requires.

Accurate

Downstream ordering, contract, provisioning and billing information are complete and accurate.

Clean

Quotes and proposals are professional, easy to understand and add credibility to the selling process.

Transactable

Opportunities, quotes, contracts, and orders are integrated with limited need for redundant entry of data.

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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