Oracle Configure, Price, and Quote Cloud

Solutions for Enterprises and Fast-Growing Companies

Oracle Configure, Price, and Quote Cloud (Oracle CPQ Cloud) enables both enterprise and midsize companies to streamline the entire opportunity-to-quote-to-order process, including product selection, configuration, pricing, quoting, ordering, and approval workflows.

Oracle CPQ Cloud provides a flexible, scalable, enterprise-ready configuration, pricing, and quoting (CPQ) solution ideal for large companies with complex products and services across direct, indirect, and ecommerce sales channels. With it, enterprises can optimize complex selling processes for faster sales cycles, improved margins, improved pricing discipline—and ultimately, improved customer satisfaction. The proven CPQ leader, Oracle invests more in research and development (R&D) for its Oracle CPQ Cloud products than all other vendors combined, and is backed by the industry's most extensive expertise, training, and support services.

Oracle CPQ Cloud is the only enterprise-grade, highly scalable, platform-independent, and mobile-ready CPQ solution. It is the

» Only solution with proven enterprise results and hundreds of successful deployments
» Only cloud-based CPQ product with vertical-specific best practices across industries
» Most widely adopted solution in the world, with more users than all other products combined
» Only product to receive Saleforce.com's AppExchange Customer Choice Award for Sales Quotes and Orders for five consecutive years

Oracle CPQ Cloud also provides an ideal solution for fast-growing, midsize companies looking to scale their sales operations. It enables businesses to assist customers in selecting the right products faster, and then enables accurate pricing, proposal creation, and streamlined renewals. Key benefits include:

» Simple self-administration
» Rapid deployments
» Familiar interface, 100 percent native to Force.com

Proven Results

Oracle CPQ Cloud is the CPQ software-as-a-service (SaaS) leader with a proven track record of delivering results. It significantly improves sales performance times and eliminates errors from complex processes through automated systems that increase accountability, accuracy, and consistency throughout sales organizations and across sales channels.

ORACLE®

CONFIGURE, PRICE, AND QUOTE CLOUD

"Oracle CPQ Cloud drives results for customers. The world's leading companies select it to improve sales productivity, delivering more revenue and higher margins. Our product and services investments continue to leave our customers more satisfied than ever."

KEN VOLPE
SVP, PRODUCT DEVELOPMENT
ORACLE CORPORATION

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Customers around the world have experienced significant results with Oracle CPQ Cloud, including:

- » 10x increase in quotes per month
- » 3- to 7-day process reduced to less than 30 minutes
- » 117 percent revenue growth
- » Margin increased by 1.5 percent
- » 20 percent increase in productivity of inside sales group
- » Faster, 100 percent accurate quotes
- » Weeks into days (decreased quote-to-cash time)
- » Days into seconds (time to produce large proposals)
- » 0 percent error rate (down from 70 percent)
- » 400 percent increase in sales (with only 50 percent increase in support)
- » 93 percent reduction in order processing time
- » 3 percent increase in market share within first year

Proven Operations

The award-winning Oracle CPQ Cloud platform—spanning technology, operations, and support—delivers what you would expect from proven technology partners. Before, during, and after deployment Oracle's commitment centers on customer success. The following support offerings are designed to keep your business running and have been leveraged by hundreds of successful customers:

- » Follow-the-sun, enterprise-ready support 365 days a year
- » A world-class network of global, strategic implementation partners
- » Assigned enterprise support and success advisors
- » Exceptional training and educational resources
- » Global, regional, and online events focused on driving customer success

Proven Technology

By investing more R&D in Oracle CPQ Cloud than all CPQ vendors combined, Oracle uniquely focuses on providing long-term material value to its customers. This cloud-based CPQ solution dramatically increases sales performance by automating processes, increasing the order size and accuracy, and promoting consistency and accountability.

A modular platform solution, Oracle CPQ Cloud enables you to quickly configure products and services, offer guided selling to deepen product penetration, generate 100 percent accurate quotes and proposals, control complex pricing, route approvals and workflows automatically, generate legal contracts, streamline renewals, manage orders, and improve analytics and insights.

When you invest in Oracle CPQ Cloud, you

- » Access the industry's largest R&D team and ongoing product advancements via the Cloud
- » Integrate with leading customer relationship management and enterprise resource planning systems from Oracle, Microsoft, Salesforce.com, and SAP
- » Benefit from a flexible, Web 2.0 interface that speeds administration, accelerates global deployments, and delivers a faster ROI.

CUSTOMER SUCCESS EQUALS ORACLE SUCCESS
Enterprises using Oracle CPQ Cloud have realized the following results:

- 200 percent increase in adoption
- 100 percent order accuracy
- 40 percent reduction in time and cost to generate proposals
- 10,000 configuration rules reduced to fewer than 1,000
- 80 percent of pricing and promotions automated
- 15–18 percent increase in product penetration

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The Leading Solution for Configuration, Pricing, and Quoting

Oracle CPQ Cloud delivers mission-critical, cloud-powered software to accelerate sales performance times with standard and mobile deployments. Just ask our customers. With a proven track record of quickly delivering long-term value to both enterprises and midsize companies, Oracle CPQ Cloud boasts a 95 percent customer retention rate and unmatched customer satisfaction.

TEN ELEMENTS YOUR ENTERPISE CPQ SOLUTION MUST HAVE

- True US$10 billion enterprise CPQ customers
- Live mobile deployments for 1,000 or more users
- Largest annual R&D investment in CPQ
- Enterprise-grade support
- Established systems integration practices
- Formula management, not coding
- Guided selling wizards
- Year-over-year profitable growth and stability
- Web configuration lead generation
- Vertical industry expertise, such as high technology industry solution templates

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Hardware and Software, Engineered to Work Together

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