

Manage Renewals with Oracle CPQ Cloud



The renewals management capabilities in Oracle Configure, Price, and Quote (CPQ) Cloud can speed the renewal of service and support contracts, ensuring that sales teams do not miss these low-hanging but valuable revenue opportunities.

Easily Renew Service and Support Contracts

Renewals can include quoting subscription annuities, software license contracts, and support agreements. In addition, the renewal capability eliminates pricing errors and can be used to repackage and extend existing agreements to ensure ongoing revenue streams. The renewal capability in Oracle CPQ Cloud integrates with leading enterprise resource planning (ERP) and customer relationship management (CRM) solutions, making it easy to generate service renewal quotations quickly, accurately, and cost effectively. By taking advantage of the renewal capability in Oracle CPQ Cloud, you can merge renewal contracts, coterminate end dates, and prorate pricing.

Now, your sales team can have a single application for configuring products, delivering accurate quotes, creating professional proposals, and ensuring that your service and support contracts are renewed efficiently. You can even quote renewals, products, and services on the same quote—creating additional cross-sell and up-sell opportunities, and helping sales representatives maximize their revenue.

ORACLE® CONFIGURE, PRICE, AND QUOTE CLOUD

BENEFITS OF ORACLE CPQ CLOUD

- Streamline opportunity-to-order process
- Leverage on-demand architecture
- Integrate with customer and partner relationship management solutions
- Ease ordering with ERP integration
- Enjoy easy implementation, operation, and maintenance

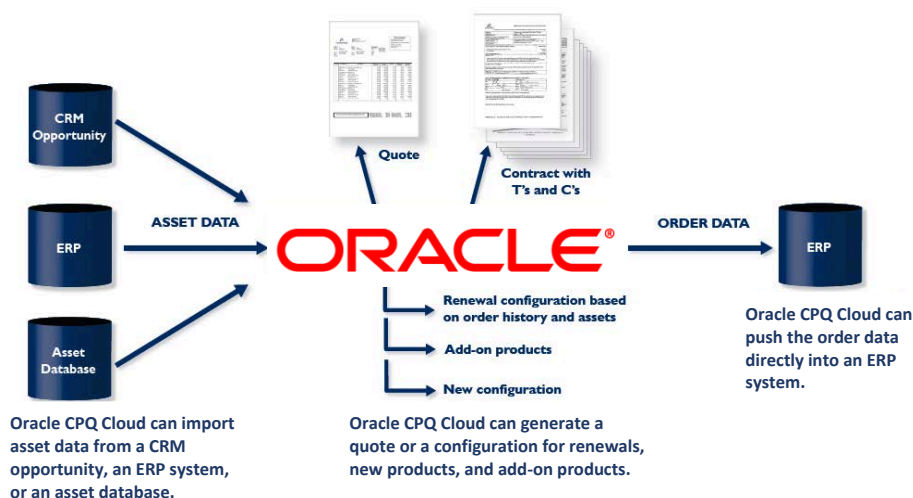


Figure 1. Oracle CPQ Cloud provides a single application for configuring products, delivering quotes, creating proposals, and renewing service and support contracts.

How It Works

To begin the renewal process in Oracle CPQ Cloud, follow these steps:

- » Launch a renewal quote in Oracle CPQ Cloud.
- » Select one or more service contracts to renew from your CRM or ERP system, or from your assets database; the product line items covered under those contracts will be automatically populated in Oracle CPQ Cloud.
- » Extend the service start and end dates by quote or line item; include any additional recommended products or services.
- » Generate a new customer-facing quote or legal contract in Oracle CPQ Cloud.
- » Submit the renewal directly into your accounting or ERP system after it has been approved and accepted by your customer.

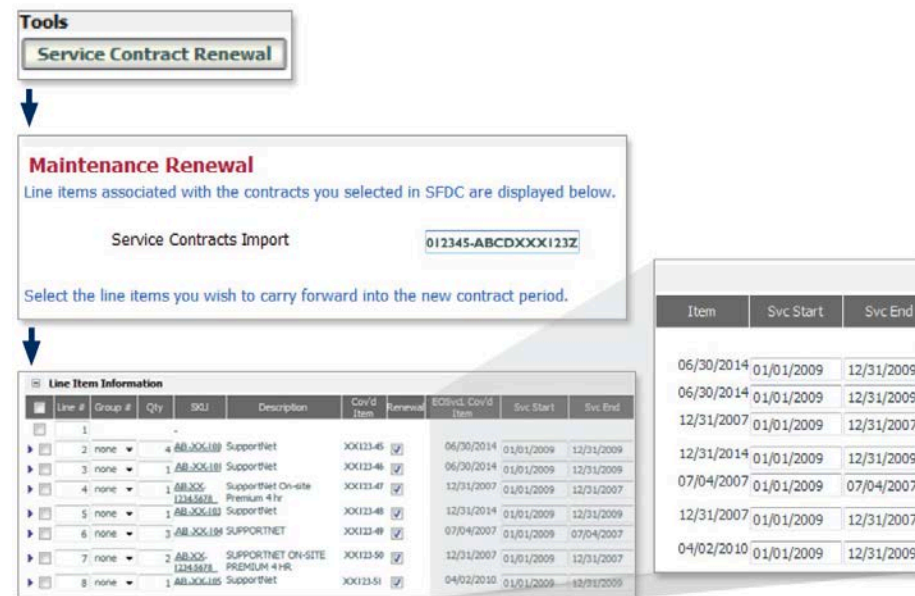
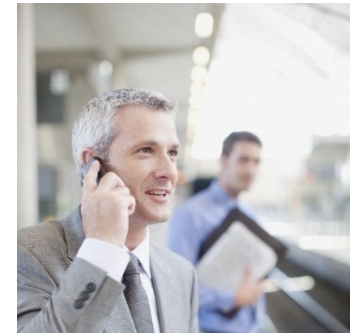






Figure 2. Renewing service contracts is a simple process in Oracle CPQ Cloud.



"The service contract renewal functionality allowed us to decommission another application, saving us US\$160,000 of hard costs per year. In addition, we can now accurately quote renewals, products, and services on the same quote—creating additional cross-sell and up-sell opportunities."

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