

CLARITY ACCELERATOR PACKAGES FOR SAP CPQ

Acceleration and simplification of SAP CPQ adoption for faster time to value, using best practice implementation processes in combination with project deliverables presets

ACCELERATOR ASSETS

- 10+ Business functional processes sequence diagrams
- 100+ Pre-defined requirements
- Up to 20 Feature/Epics presets ready for refinement
- Up to 80 User Stories and tasks ready for refinement
- Up to 100 Key design decisions to personalize pre-configured solution
- 20 Defined client material templates for easier

FASTER TIME TO VALUE

- 20 – 40% implementation costs reduction
- Launch in as little as 10 weeks
- Reduced efforts for requirements Shorter Planning and Design phase timeline
- Faster deployment

IMPROVED CONTROL

- Fixed Scope and Costs
- Lower risks factors
- Tailored project delivery framework

SAP CPQ ACCELERATOR PACKAGES FOR ALL INDUSTRIES

Essential

- Product Administration
- Product categories setup
 - Simple products mass upload
 - Products catalog sorting and filtering
 - Units of Measure conversion setup
 - Products replication setup (requires SAP back-end)

- Quote Administration
- Quote lifecycle setup
 - User permissions
 - Quote validity period
 - Margin-Health

- Customer Administration
- Business partner replication (requires SAP back-end)

- Pricing
- Field predefined discounts calculations
 - Price books setup
 - Markets setup
 - Currencies setup
 - Pricing replication setup (requires SAP back-end)
 - Guided selling

- User Interface
- Standard quote fields and layout
 - Standard Notifications
 - Permission groups
 - Quote visibility
 - Branding

- General Settings
- User types setup,
 - Companies' setup,
 - Dictionaries setup

- Integrations
- Standard integrations enablement with SAP solutions (SAP Cloud for Customer, SAP S/4 HANA On-Prem & Cloud)
 - 3rd party CRM integration (Salesforce.com integration, MS Dynamics)
 - Federated Single Sign-On

Advanced

- Essential +
- Product master
- Product bundles
- Related products
- Simple and Configurable (limited attributes) products mass upload

- Essential +
- Multi-level approval process
- Copy Items from quote to quote
- Mass quote items editing
- Quote auto-expiration

- Essential +
- Business partner replication from 3rd party CRM solutions

- Essential +
- Rolled-up discounts
- Non-predefined discounts calculation
- Subscription products pricing
- Logistics costs
- Forced Repricing
- Rebates enablement

- Essential +
- Additional quote header fields
- Additional quote item fields

- Essential +
- Standard integrations enablement with SAP solutions (SAP Commerce Cloud, SAP Subscription Billing)
- DocuSign Integration 3rd party CRM integration (custom-built integrations)

Complete

- Advanced +
- Customized Simple and Configurable products layout
- Products master
- Stock availability check
- Item order history

- Advanced +
- Credit limit check
- Freight terms
- Master quote
- Related quotes
- Renewal automation

- Advanced +
- Pricing master
- Products phasing
- Pricing data mass update (requires middleware)

- Advanced +
- Additional quote tabs
- Customized quote layout
- Advanced quote messages

Timeline from **10 Weeks**

Costs Up to **20% costs reduction**

Timeline from **16 Weeks**

Costs Up to **40% costs reduction**

Timeline from **20 Weeks**

Costs Up to **40% costs reduction**