

Use-Case/Industry: Pharmaceutical

SAP Solution:

- Guided Selling and Subscription Management

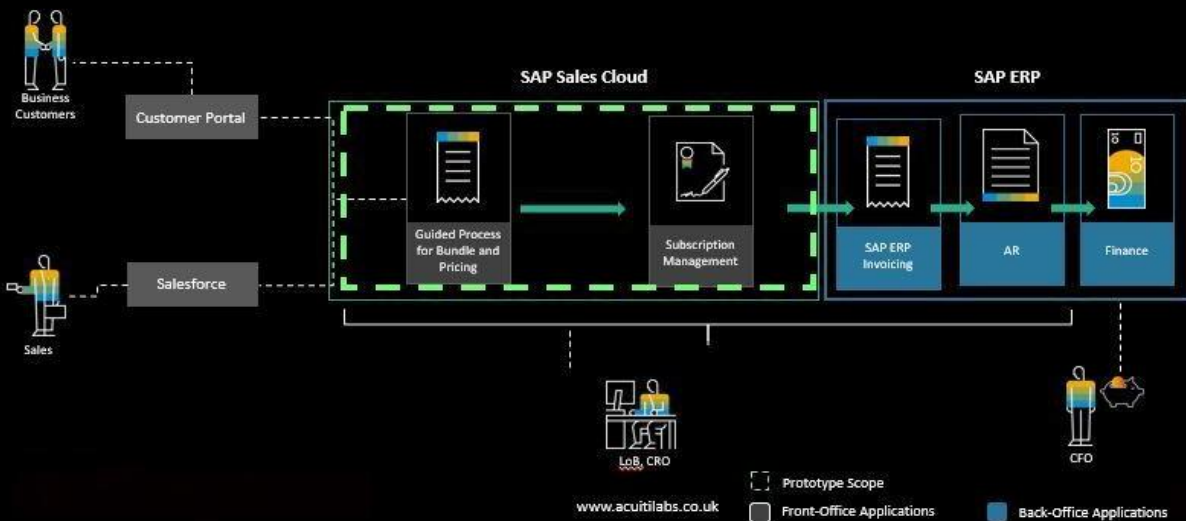
Challenge:

1. Required a guided quoting and subscription management solution to allow customers to select the training packages based on their requirement followed by a subscription plan for both selling and training purpose.
2. Required a system to automate billing and invoicing for the selected package

How Acuti Labs resolved the challenge –

1. Deployed a fully integrated solution using CPQ, SBS, CPI and back end ERP.
2. SAP CPQ Solution which enabled sales team & partners to quickly offer required product configurations, optimised pricing followed by a quote generation.
3. Used SAP Subscription Billing Software (SBS) to manage subscriptions and billing.
4. Provided them with the option of updating the existing subscription in real time.

Solution Architecture:



Benefits:

1. Intelligent suggestions on cross-sell/up-sell opportunities and best practices in real time.
2. Simplified quote process by suggesting products based on type of sale (new sales, upgrade, renewal and so on).
3. Automated set of rules and criteria used by managers for passing deals which accelerated approval time.
4. Provided Invoice & A/R from current ERP system
5. Helped in managing subscriptions and recurring billing.