



# Industry : Pharmaceutical

Guided Selling and Subscription  
Management

By Acuiti Labs

## Challenges:

- ❑ 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.
- ❑ Required a system to automate billing and invoicing for the selected package.

## How Acuiti Labs resolved these challenges

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

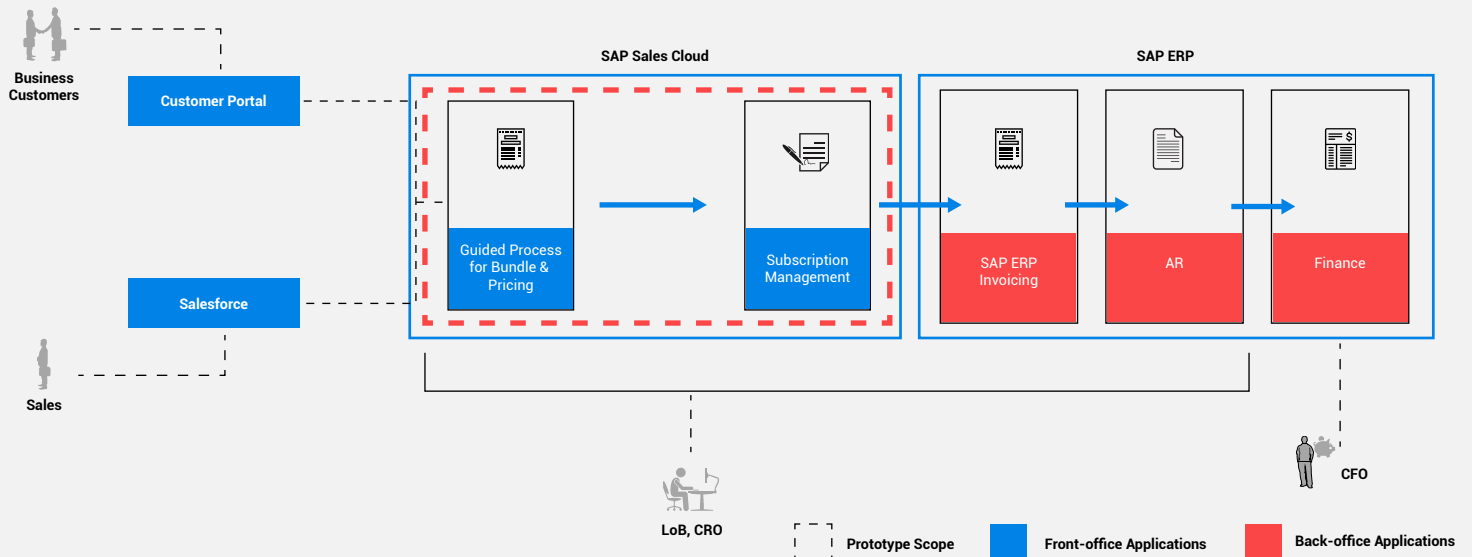
3

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

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

## About Us

Our primary objective is to serve in the best interest of our client, and provide them the foundation for a lifelong relationship based on trust and integrity

- Specialist knowledge of the business and technology expertise second to none.
- Our focus always remains the best outcome for our clients and to develop a long-term trusted relationship.
- We always demonstrate exceptional standards of professionalism and ability to think outside the box.