CONFIGURE ONE CLOUD
from Revalize

Transforming **IT** and **Operations Management** With CPQ

Configure, price, quote (CPQ) software is one of the best investments custom manufacturers can make for their businesses. The technology not only transforms the sales process, but it also has the potential to enhance IT and operations departments.

Here's what you need to know:

The benefits of CPQ for IT and operations management

Manual process automation
Streamline workflows and speed up all business processes for greater efficiency and cost savings.

Reduced error rates
Eliminate data entry, order, and other types of errors to further streamline cycle times and improve customer satisfaction.

Cross-functional collaboration
Enhance transparency and visibility between departments with central, cloud-based databases that enable more effective communication.

Third-party support
Free up internal IT resources by leveraging dedicated customer support teams provided by the CPQ vendor.

How to implement CPQ

Want to start your CPQ journey off on the right foot? Here's a step-by-step process for proper implementation:

Interview stakeholders
- Gather relevant department heads and personnel to request their insight about operational pain points and needs.
- Foster buy-in for CPQ investment and implementation by promoting it as the solution to these problems.

Identify the processes to automate
- Take note of which business processes impacted by CPQ are already automated.
- Use information from stakeholders to identify processes to automate.

Select KPIs to measure, such as:
- Order cycle time
- Number of change orders
- Profit margins
- Error rate
- IT productivity
- Other: _____

Investigate CPQ solutions
- Identify platforms that specialize in your industry or niche.
- Assess key features, user experience, and other attributes of each option.
- Schedule a demo of the product.
- Estimate total cost of ownership of CPQ based on the efficiency gains each option provides.

Assess integration compatibility
- Review current tech stacks for departments directly affected by CPQ.
- Assess if connectors or other integration tools are available.
- Determine which software has API connectivity to the new CPQ.

The ROI of CPQ for IT and Operational Management

- Case Study: Hussey Seating
- Why? Internal process waste affected production times
- How Configure One Cloud, a Revalize Brand, helped: Consolidated multiple systems into CPQ, reducing burden on IT and driving down maintenance costs
- What? Commercial venue seating manufacturer sought innovative way to reduce IT expenses and improve operational efficiency

Configure One Cloud is a leader in digital transformation for custom manufacturers, offering:

- Robust visualization, pricing, and workflow automation features that help IT consolidate solutions
- Seamless integrations with ERP, CRM, and other critical software platforms
- Incredible ease of implementation

Experience the Configure One Cloud difference for yourself.

Schedule a demo

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