

ORACLE CPQ CLOUD

Proven Solutions and Techniques for Migration, Modernization and Integration

KESTE CPQ MIGRATION & INTEGRATION SERVICES



Oracle CPQ Cloud is a key component for companies selling complex products and services. But with an existing investment in Oracle e-Business Suite Configurator, the decision to migrate to Oracle's CPQ Cloud can present several challenges.

Let **Keste's CPQ Migration and Integration Services** help you overcome these challenges and meet your business goals by modernizing your CPQ solution (while leveraging your existing Oracle investments).

Overview

Keste's CPQ Cloud, Configurator and E-Business Suite experts will thoroughly assess your current Configurator implementation. This means defining a new CPQ architecture, as well as an effective, straightforward migration and integration strategy to get you there — all while taking into account your strategic and operational priorities.

As part of our CPQ Migration and Integration Services, we:

Analyze the existing EBS Configurator Implementation

- Identify pain points in existing configure-to-quote process.
- Clarify to-be requirements and objectives.
- Assess Configurator extensions for reuse or refactoring.

Define Oracle e-Business Suite Integration (where applicable)

- Define a product item master strategy to serve EBS and CPQ Cloud data requirements.
- Define synchronization processes for Item Master-CPQ Cloud product data and other master data.
- Identify translation opportunities to translate CPQ Cloud configurations to EBS Bills of Materials.

Map Oracle Configurator Data to CPQ Cloud

- Determine most effective catalog hierarchy to achieve user satisfaction system maintainability, and overall system performance.
- Map existing Bills, Model Structure and Properties to the CPQ Cloud Catalog Hierarchy.

Develop Configurator Data Conversion Strategy

- Extract Oracle Configurator model structure, rules and price lists.
- Load product data and pricing to CPQ Cloud.

Keste is an industry expert with Configure, Price, Quote capabilities/selection, implementation and integration. What makes us special are our internal product experts. They can help you increase sales and profitability by accelerating the lead-to-order process and decreasing the time and errors associated with complex proposal creation. But we do not just talk the talk. Our solutions have led to countless success stories in the high tech, telecom and manufacturing industries. This proven track record — and the awards behind them — means that we can design and implement a seamless CPQ solution...perfect for your business goals and objectives.

Key Benefits of cloud-based CPQ solution:

Oracle CPQ Cloud provides a flexible/scalable Configure, Price, Quote (CPQ) solution ideal for companies with complex products / services and multiple sales channels. By allowing sales reps to quote more, quote faster and quote anywhere, companies can experience significant results, including:

- 10x increase in quotes per month.
- 117% revenue growth.
- margin increase of 1.5%.
- 3% increase in market share within the first year.

Would you like results like this?

Keste Provides Options and Solutions:

By leveraging Keste's deep understanding of CPQ, Oracle Configurator and Oracle EBS, companies:

- Improve time to production for application and platform migrations.
- Define synchronization process for master data.
- Provide opportunities to reuse existing Oracle Bills of Materials.
- Easily extract and migrate product configurator data.
- Seamlessly integrate Oracle EBS with the cloud-based configurator.

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