



High-End Furniture Manufacturer

## DISCOVER WHAT'S POSSIBLE

A high-end furniture company migrated an acquired business unit from their current SAP and a custom point of sale systems to more modern ERP system. Oracle CPQ Cloud and Oracle E-Business Suite were selected to support this transformation. Key business goals included:

- Modernize sales quoting to provide a scalable multi-POS system that's fully integrated with newly implemented Oracle E-Business Suite in under 7 months
- Standardize the quoting process within the sales organization to mitigate and eliminate the risk of tribal knowledge
- Streamline and automate the ordering of highly-configurable finished goods providing near limitless options to the customer for both showroom and customer service sales
- Increase efficiency, data traceability, and accuracy with the quote to order conversion avoiding duplicate data entry





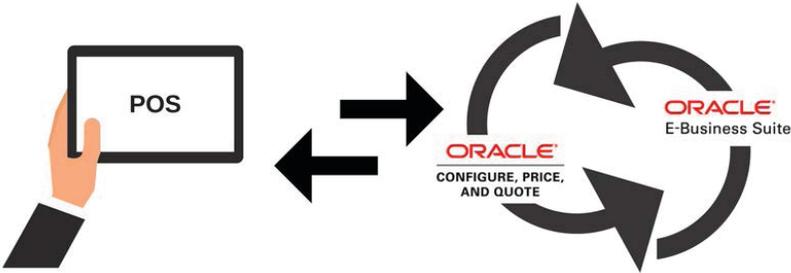
Keste has been very flexible and very quick to react. Even the best group of technical people in the world aren't going to be able to deliver without communication and coordination happening at the right level. What Keste continued to bring every day and what makes them stand out was flexibility.

- Vice President, I.T.



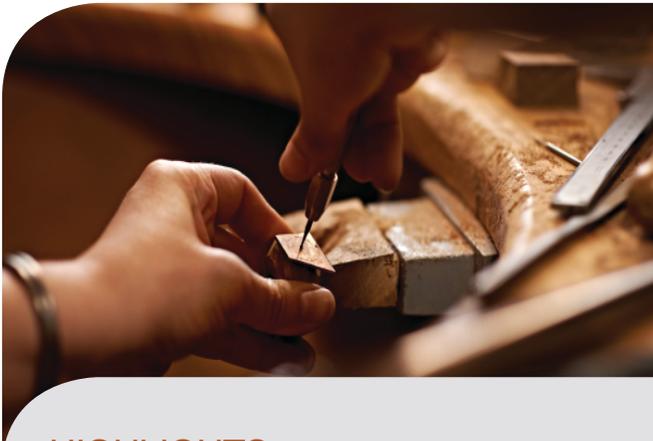
### KESTE INTEGRATED SOLUTIONS

To create a stellar customer experience, streamlining the integration between the point of sale, the quoting system (Oracle CPQ cloud), and the manufacturing and back office systems (Oracle EBS) was imperative. Keste's integrated solution minimizes the data exchange and bidirectional communications to and from the point of sale.



### READY TO SEE HOW KESTE CAN TRANSFORM YOUR BUSINESS?

We deliver a multi-cloud strategy that will streamline and transform cloud, mobile, and analytical capabilities.



#### HIGHLIGHTS

**CUSTOMER:**

- A premier manufacturer and designer of fine home furnishings with over 20 locations globally and 800 employees

**INDUSTRY:**

- Furniture & Manufacturing

**DEPLOYMENT LOCATION:**

- North America

**PRODUCTS:**

- Oracle CPQ Cloud integrated with Oracle E-Business Suite

**GOALS ACHIEVED:**

- Increased user adoption, productivity, and reliability with a CPQ system
- Increased top line growth with faster quote turnaround and upsell capabilities
- Moved multiple points of sale to one quoting system