



keste Success Story

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Customer Overview

Industry: Manufacturing

Company Size: Enterprise

Product Leveraged

Oracle CPQ Cloud

Key Differentiator

Successfully integrated 13 ERP systems into a fully connected, automated system. Many competitors dropped their bids because the project was too complex.

“Since implementing CPQ, we’ve had a 96% reduction in time-to-quote.”

Project Manager

Challenge

Premier designer and manufacturer of aerospace and industrial fasteners lacked a smart, scalable, automated solution to support their incredibly complex order and manufacturing processes for their 19 global locations and millions of products. Their key challenges were:

- A slow, spreadsheet-based quoting process
- Loss of productivity caused loss of business to their competition
- Manual approval processes resulted in unnecessary delays
- Inadequate reporting capabilities meant poor forecasting ability

They needed an intelligent system for pushing error-free order configurations to its product-specific manufacturing facilities.

Solution

Keste implemented a fully modern, connected and automated solution that reduced time-to-quote from weeks to hours, by:

- Integrating 13 backend enterprise resource planning (ERP) systems into a single process for all of their global sites
- Utilizing configure, price, quote (CPQ) to automate custom, tiered pricing, contract origination, approvals, and manufacturing assignments
- Improving data quality and reporting to support current and future pricing decisions