

VERITAS™

Customer Overview

Industry: Computer Software

Company Size: Mid-market

Product Leveraged

Oracle CPQ Cloud

Oracle Engagement Cloud

Oracle EBS

Key Differentiator

Keste has an extensive track record implementing CPQ solutions that drive results.

keste
**Success
Story**

www.keste.com

70%

improvement in quote
performance

Challenge

Industry-leading enterprise data company was struggling with an aging configure, price, quote (CPQ) process that prevented plans for growth. Key challenges included:

- Slow and labor-intensive pricing and approval processes
- Inconsistencies in the quoting process resulted in product configuration inaccuracies and few order renewals
- Limited data and reporting capabilities left gaps for critical forecasting resulting in missed opportunities

Solution

Keste implemented a modern CPQ system to drastically improve quote performance. Solution included:

- Automating lead to quote lifecycle and complex approval processes, establishing standards and improving time to quote
- Automating asset-based renewals, ensuring they didn't miss any opportunities
- Integrating Oracle EBS and CPQ systems to improve data quality and reporting capabilities, equipping business leaders with the tools for confident forecasting
- Improved customer experience to drive future growth