arganoKeste

CPQ Health Check

ArganoKeste's CPQ Health Checks are designed to assess your CPQ and Configure-to-Order implementations and identify keys areas for improvement. During the Health Check we will evaluate the performance, usability, and agility of your current implementation, analyze your pain points and identify all the areas where improvements can be made.

The Health Check Process

Process Validation

Guided Selling
Product & Pricing Rules
Quote Line Editor
Advanced Approvals
CPQ Plugins
Proposal/Contract Generation
Amendment/Renewal Process
Integrations

Design & Maintenance Assessment

NPI Cycles
Option / Rule Complexity
Price Structures
Customizations
Performance Intensive Rules
Performance Related Issues

Configurator & UX Evaluation

Usability
User Experience
Address Pain Points
Identify Improvement Opportunities

Key Benefits of a CPQ Health Check

- Shorten sales cycles
- Optimize user experience
- Streamline processes
- Accelerate revenue
- Speed up time-to-market
- Increase scalability

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