



## Customer Overview

Industry: Computer Software

Company Size: Mid-market

## Product Leveraged

Salesforce CPQ

## Key Differentiator

ArganoKeste is one of the few consultants with the expertise to transition clients from FPX to Salesforce CPQ.



## Challenge

Global SaaS organization's legacy system couldn't keep up with the pace of business as they transitioned to a subscription model, hindering their revenue growth. Key challenges included:

- Legacy FPX system required substantial, costly maintenance
- SKU proliferation slowed system response time, elongating the quoting process and limiting sales performance
- Limited reporting capabilities required ongoing IT support
- New product introductions, product bundling, and price adjustments required IT intervention, causing extensive delays
- Lack of contract flexibility made subscription renewals difficult

Splunk decided to transition to Salesforce CPQ (configure, price, quote) for better functionality and agility to evolve with their business.

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## Solution

ArganoKeste managed their FPX system, advised them through their Salesforce implementation in partnership with vendors, and continues to maintain their Salesforce CPQ. Solution includes:

- Modern interfaces that don't require IT intervention for sales and reporting processes
- Reduced SKU proliferation for a faster quoting process, accelerating revenue generation
- Real-time dashboards and reporting capabilities to improve forecasting and enable faster decision making
- Much faster Go to Market for new product introductions, bundling, and pricing adjustments to increase revenue streams
- Automated subscription renewals prevent missed opportunities