

# Recurring Revenue Enablement

## Background

With an IPO on the horizon, the industry leader in cloud-based data warehousing set out on a strategic initiative to align its Business Support Systems.

## Challenges

- High-velocity sales productivity was limited by manual touch processes across organization.
- Operational person hours were being diverted away from strategic initiatives to support antiquated quoting process.
- Multiple siloed systems impeded visibility hampering the contract management process.
- The business required a solution for multiple currency support.

## Solution

Modernized and scalable business support systems.

## Results

- Manual touch needed to support quoting process was eliminated.
- Touchless quoting for mid-term contract amendments.
- Automated contract activation processes to enable high-volume renewal scenarios.
- Streamlined contract management process with automation.
- Contract routing and approval process was automated.
- A single, central contract repository was created that is easily managed and searchable.



### Industry

High Tech

### Organization Size

Enterprise - \$1.2B in Revenue;  
2,500 employees

### Products and Services

- Salesforce CPQ
- DocuSign CLM

### Key Differentiator

As a leading provider of digital transformation solutions, Argano is an expert at implementing integrated, multi-cloud solutions that streamline CPQ processes and contract lifecycle management for fast-growing technology companies.