SAP Sales Cloud

Streamline your sales processes, improve productivity, and drive revenue growth

To close deals faster, our sales team must improve efficiency, leverage actionable insights, and make collaboration smoother than ever. By optimizing lead management, enhancing forecasting accuracy, and seamlessly integrating sales channel, you can stay one step ahead of the competition. With powerful AI-enabled capabilities for SAP Sales Cloud, combined with Argano's expertise, your sales team can maximize its full potential to boost productivity, shorten sales cycles, and drive growth.

Benefits:

- Increased win rates with AI-driven insights and better customer engagement
- Accurate forecasts with real-time pipeline tracking
- Faster deal closures through
- automated sales workflows

Advanced core capabilities driving sales success

Pipeline & Opportunity Management

Gain a unified view of sales opportunities, automate lead scoring, and improve forecasting accuracy.

AI-Powered Sales Recommendations

Use Machine Learning to prioritize key opportunities and suggest next-best actions.

Advanced Analytics & Performance Tracking

Get real-time visibility with AI-driven dashboards for better forecasting and decision-making.

Configure Price Quote (CPQ) Integration

Automate Pricing and Approvals

for accurate quotes with seamless SAP integration of SAP ERP and CRM

Mobile-First Sales Experience

Access CRM, analytics, and sales tools from anywhere for better engagement.

SAP Sales & Service Cloud Offerings

Foundational
10 weeks

Deliverables & Activities

- SAP Sales Cloud configuration (accounts, contacts, leads, opportunities)
- Basic workflow automation (lead qualification, opportunity tracking)
- Email and calendar integration
- User training & adoption support
- Basic reporting & dashboards

Add-On Options

- AI-powered lead scoring & recommendation engine
- Data migration from legacy CRM
- Custom reporting & advanced analytics
- Light SAP Service Cloud setup (case/ticket management)

Extended
16 weeks

Deliverables & Activities

- All deliverables and activities from prior tiers
- SAP Quote management in Sales cloud
- Quote automation and approval workflows
- Custom pricing rules and product catalog setup
- Document generation for professional quotes
- Basic integration with ERP for pricing & availability

Add-On Options

- AI-powered lead scoring & recommendation engine
- Quote integration with CPQ, or S4 HANA
- Data migration from legacy CRM
- Custom reporting & advanced analytics
- Light SAP Service Cloud setup (case/ticket management)

Advanced
20+ weeks

Deliverables & Activities

- All deliverables and activities from prior tiers
- SAP Service Cloud implementation for ticketing and customer support
- End-to-end order management process
- Invoicing & billing integration
- Full ERP (SAP S/4HANA) connectivity for order processing
- AI-driven customer insights & analytics

Add-On Options

- AI-powered lead scoring & recommendation engine
- Custom chatbot & self-service portals
- Advanced field service management (FSM) integration

* These deliverables/integrations do not include the cost of subscription and/or licensing to their respective platform.

Learn more at argano.com

Contact us at sap@argano.com to find out how we can help move your business forward.