



Configure, Price, Quote Health Check

Get your CPQ implementation back on track and drive increased revenue and profitability



Is an outdated, over-customized or poorly implemented Configure, Price, Quote (CPQ) platform holding back your revenue operations? CPQ technology is critical to efficient revenue operations and when implemented and maintained properly, it improves sales efficiency, reduces quoting errors, empowers sellers to customize quotes with ease, and ultimately leads to increased revenue and profitability.

Unfortunately, many companies are burdened with underperforming CPQ implementations that do not deliver these results. Configuration complexity, over-customization, legacy technology crippled by technical debt, and/or broken integrations caused by API depreciation are often the root cause for CPQ performance issues.

A CPQ Health Check from Argano quickly identifies these issues and provides actionable steps to optimize the performance of your CPQ system and related revenue processes.

CPQ Problem Evaluation

To build a case to remediate and/or optimize CPQ technology for your organization, you must first identify and understand the root cause of any performance issues.

Expert CPQ Consulting

Discuss your current CPQ implementation, associated challenges, and business goals with Argano experts who have solved complex CPQ challenges across various industries.

Complexity Heat Map of CPQ Remediation Options

Let us help you evaluate viable options for CPQ remediation so you can choose the best path forward by understanding the required level of effort for each option.

Actionable Go-Forward Plan

You'll walk away from this engagement with high-level CPQ remediation direction from Argano experts who will provide a go-forward plan that includes recommended next steps.

Common Causes of Poor CPQ Performance

- Complexity of the configuration
- Over-customization
- Legacy technology
- Lack of seamless integration with CRM and/or ERP systems
- API depreciation
- Poor data quality
- Technical debt
- Inefficient business processes
- Inadequate training or poor user adoption

"On top of being one of our most accomplished Revenue Cloud partners, Argano is unique in their creativity and overall architecture expertise. Their vision isn't constrained by the walls of our products (CPQ & Billing) but rather they use the entire Salesforce Platform to solve customer problems."

Alec Agrawal
Salesforce

Health Check Overview - What You Can Expect

Step 1: One-Hour Introduction Call

- Review of current business, CPQ process, technology challenges, and Health Check goals
- Health Check overview and expectation setting for the Health Exam
- Evaluation of current Salesforce footprint and projects in flight requirements

Step 2: Two-Hour Health Exam Call

- Discussion of business and technical pain points
- Comprehensive reverse demo
- Assessment of configurations/customizations and “why”
- User perspective
- Interactive Q&A
- Go-forward recommendations

Step 3: Wellness Diagnosis Deliverables

- Flow chart of current state vs. future state
- Identification of primary business, design, and technical challenges
- Complexity heat map of CPQ remediation options
- High-level remediation direction from Argano CPQ experts

Client Participants

For best results, the following roles must participate in the Health Check process:

Subject Matter Expert

Provides end-to-end demo and discusses design decisions

Business User

Discusses business reasons for current design and end user challenges

Project Champion

Establishes project drivers and success criteria

CPQ Remediation Options



Quick Fix

Identify quick wins to remediate current challenges. Argano Configuration Engineer works a prioritized defect list.



Corrective Implementation

Extensive customization and complexity may require additional scoping to identify areas of redesign while focusing on leveraging as much of the current implementation as possible.



Prototype Out-of-the-Box (OOB)

Demonstrate OOB capabilities by leveraging a clean sandbox provided by Argano. Implement critical use cases to prove CPQ with Salesforce Revenue Cloud OOB can meet business requirements. The demo will be leveraged to demonstrate feasibility and build support across the organization.

Learn more at argano.com

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

