



# Salesforce Revenue Cloud Advanced

## Unify product-to-cash on a single platform

With Revenue Cloud Advanced (RCA), Salesforce has created a powerful platform on which to build flexible, scalable, enterprise-scale solutions that can help your business realize the benefits of organization-wide revenue transformation. Streamline this complex process by working with Argano's Salesforce consulting experts to leverage proven frameworks, methodologies, and pre-defined offerings.

### Top RCA features:

- Product catalog management
- Price management
- Transaction management
- Product configurator
- Contract lifecycle management
- Business rules engine
- OmniStudio

### Powerful capabilities to handle:

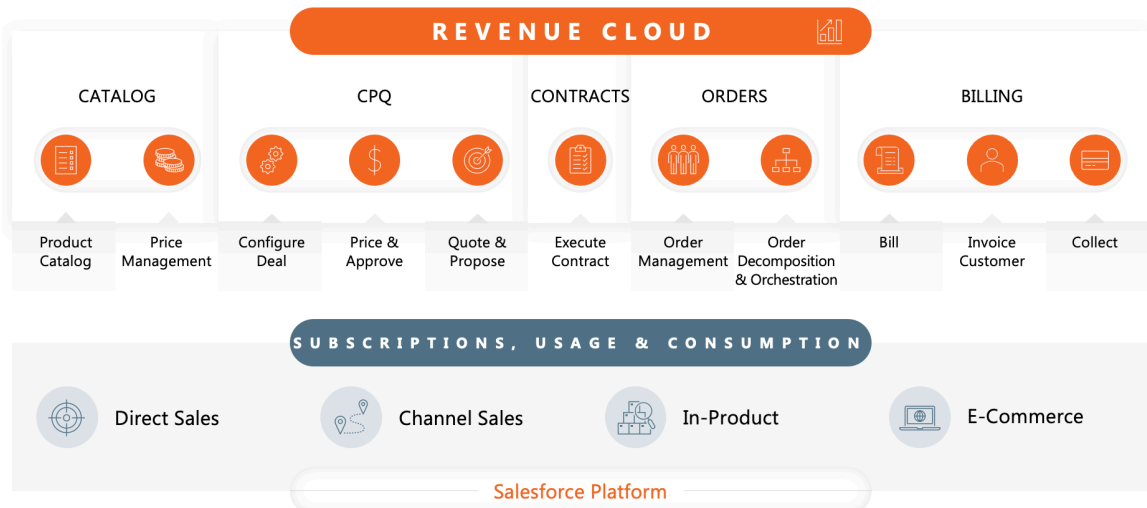
- Complex use cases and business rules
- Highly customized CPQ processes
- High transaction volumes and large orders and quotes
- Omnichannel buying and selling
- Advanced order management
- Selling products/services based on consumption

### Benefits:

- Built on Core Salesforce Platform; scales to meet enterprise-grade use cases
- API-first architecture enabling flexibility, extensibility, and bespoke omnichannel buying journeys
- Supports various payment models such as subscriptions, usage, and consumption-based services
- AI-ready to optimize product-to-cash lifecycle with Agentforce and AI-powered selling motions
- Accelerates sales cycles with centralized product catalog and dynamic pricing engine
- Robust out-of-the-box functionality promotes standardization and reduces potential technical debt

## Complete Revenue Platform

Built on Salesforce



## Argano Offerings for Salesforce Revenue Cloud Advanced



### CPQ Package to Revenue Cloud Migration | 4 - 6 Weeks

#### Key Objectives:

- Migrate from a customized software package to Revenue Cloud Advanced
- Consolidate onto a single platform for CPQ, billing, and contracts
- Reduce technical debt by deprecating customizations and aligning to standard features and capabilities
- Prove the business value of Revenue Cloud migration with a future-state vision backed by timeline and estimates

#### Business Outcomes:

- Solution composability
- Cost savings
- Extensibility

#### Deliverables:

- Technical debt heat map
- Key KPIs and success measures
- Current/future-state gap analysis
- Migration blueprint

*"Argano provided a full-service approach, including implementation services and thought leadership, that enabled our organization to establish a strong Salesforce CPQ solution and successfully navigate the software sustainment cycle."*

*Argano client in the transportation and logistics industry*

Get started with Revenue Cloud Advanced today! Contact us at [salesforce@argano.com](mailto:salesforce@argano.com).



### CPQ Reimagined with Out-of-Box Revenue Cloud CPQ | 4 Weeks

#### Key Objectives:

- Simplify CPQ by driving toward OOB features and functionality
- Standardize business processes to align with best practices
- Build on a platform to support expansion to use cases such as self-service, multi-channel selling, and new monetization models

#### Business Outcomes:

- Accelerated time-to-quote
- Solution scalability
- Reduced TCO

#### Deliverables:

- Summary of key epics
- High-level solution design
- Implementation blueprint



### Multi-Channel Self-Service Enablement | 6 Weeks

#### Key Objectives:

- Blueprint to expand into multi-channel and/or self-service revenue model
- Understand the ideal user experience by personas and supported use cases
- Define order management strategy to support automated provisioning
- Tie order events to an invoice and payments against an invoice

#### Business Outcomes:

- Long-term roadmap
- Systems integration
- UX blueprints

#### Deliverables:

- Technology readiness readout
- Current/future-state gap analysis
- UX/UI wireframes
- Change readiness assessment
- Roadmap, timeline, and estimates

#### About Argano

Argano is the world's first and largest digital services consultancy focused exclusively on enabling high performance across our clients' business operations, at scale and around the globe. Forged from world-class specialist consultancies with decades of enterprise technology, data, cloud, AI, and operations expertise, Argano supports the full transformation agenda through strategy, design, execution, and ongoing managed services. We modernize and optimize core functions across customer engagement and service, revenue management, finance and planning, supply chain, and workforce optimization. Our promise to clients is maximizing their growth, profitability, commercial agility and customer satisfaction, guaranteed. Learn more at [www.argano.com](http://www.argano.com).