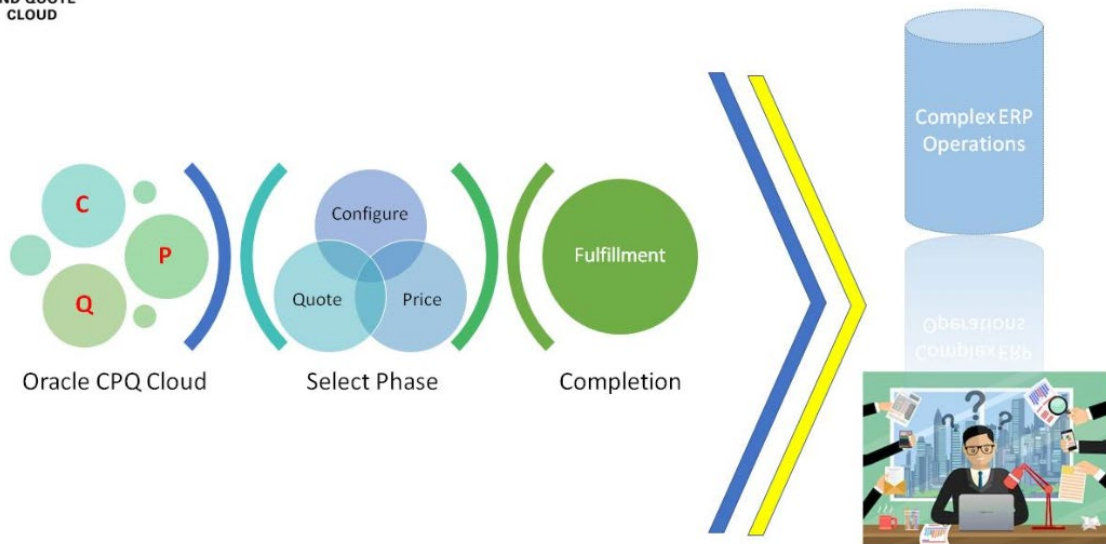


## Earlier System for Lead to Order

- Complete ERP Operation to handle Lead to Order Process
  - Configuration of an Item
  - Pricing factor confirmation for the configurable item
  - Finally the quoting the process

All these processes are go into detailed navigation and run through complex operations to full fill the expectation. This complex system will be wiped out with easy and faster approachable system with Oracle CPQ Cloud.



## CPQ Outline

- Oracle CPQ Cloud, formerly known as Big Machines CPQ, provides a cloud based Configure, Price and Quote system that offers extreme ease of use and configurability. Oracle CPQ Cloud helps organizations automate and streamline the opportunity to order conversion cycle and acts as a bridge between front end CRM processes and the back end Order Management and Fulfillment systems. The system enables sales representatives to focus on selling, thus helping organizations to improve sales force productivity and the bottom line.



# The Modern Journey

