

Birlasoft CPQ Solution for JD Edwards

An Integrated SaaS offering from Birlasoft
to Simplify the Processes from Quote-to-order

Responding fast to customers with the right price and the right solution is imperative in today's competitive enterprise. Your sales team needs to be equipped and empowered with "tribal knowledge" of your product experts. They need to spend more time on selling and less time on being burdened with product questions and manual quoting tools. Streamlined workflows and approvals, integration to CRM and ERP, and 100% accurate quotes, contracts, and proposals in seconds is a must.

Challenges

There are multiple obstacles businesses are facing today such as manual processes of introducing new product, inconsistent methods of attribute enrichment, complex product configuration, and lack of single source system for managing the product attributes. JD Edwards is well equipped to handle these problems, however there are few areas related to quoting and ordering where it falls short:

- Slow quote process because of inefficient product searching based on attributes
- Low accuracy of quote information as underlying product and customer data are not standardised and consistent
- Significant time spent on proposal generation and correction due to the lack of automation
- Missed opportunities of upselling and cross-selling as product cross reference information is not available

Companies have traditionally settled for this outcome and circumvented the move to cloud as a solution to these issues.

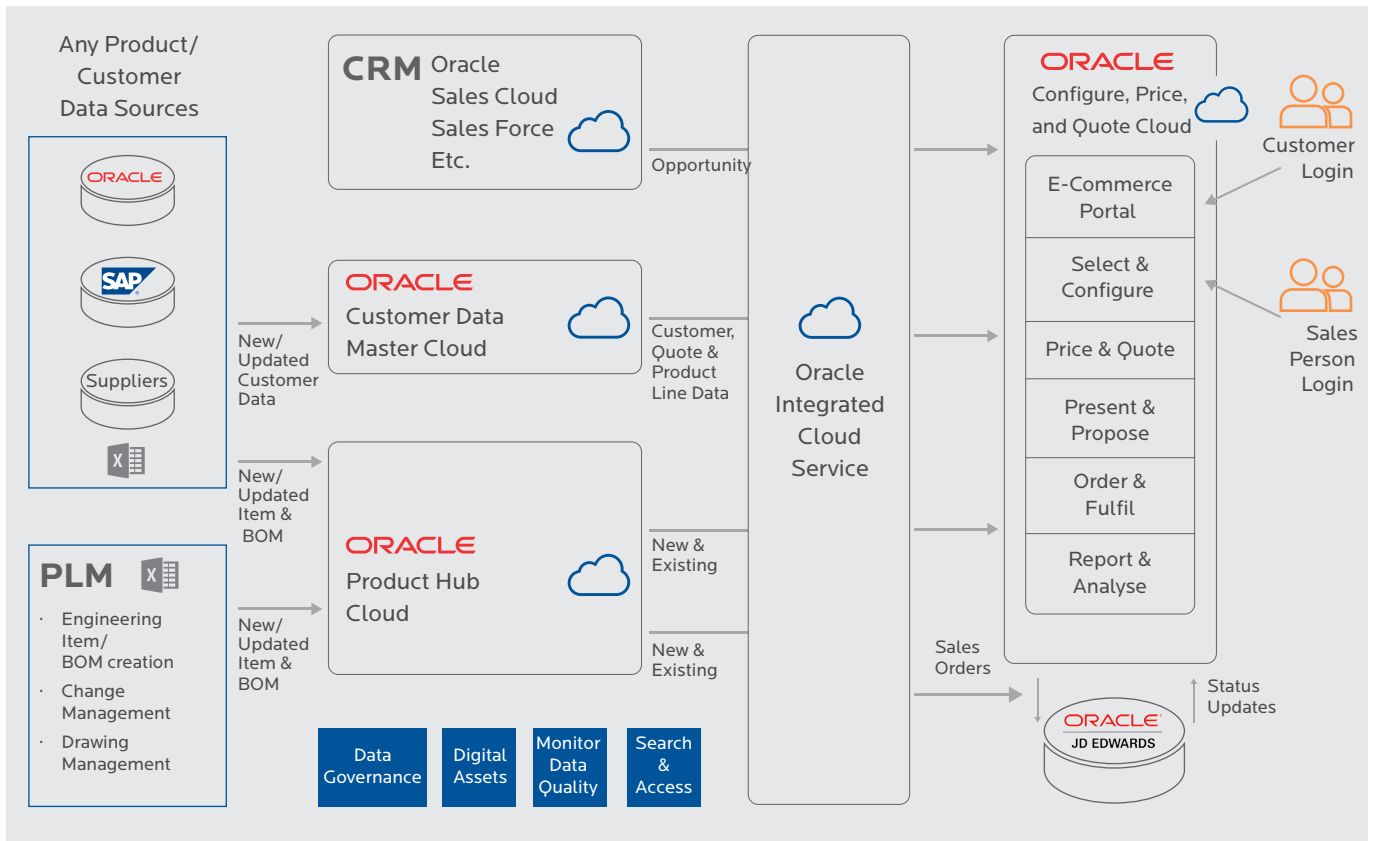
The result of this is a loss in competitive edge. This scenario, coupled with inconsistent Master Data, leads to a drastic reduction in efficiencies, customer service, and market position.

Birlasoft Configure, Price, and Quote (CPQ) Solution for JD Edwards

Birlasoft recognises and understands this gap in the system landscape and introduces a unique solution by integrating Oracle CPQ Cloud with JD Edwards in order to overcome these business challenges to improve user experience and increase sales efficiency. To address the growing complexities in the organizational workflows, companies need system of engagements around JD Edwards. Oracle CPQ Cloud enables companies to streamline their product selection, configuration, pricing, quoting, ordering, and approval processes.

This is all underpinned with solid Master Data Management that supports Product and Customer master data for CPQ and JD Edwards.

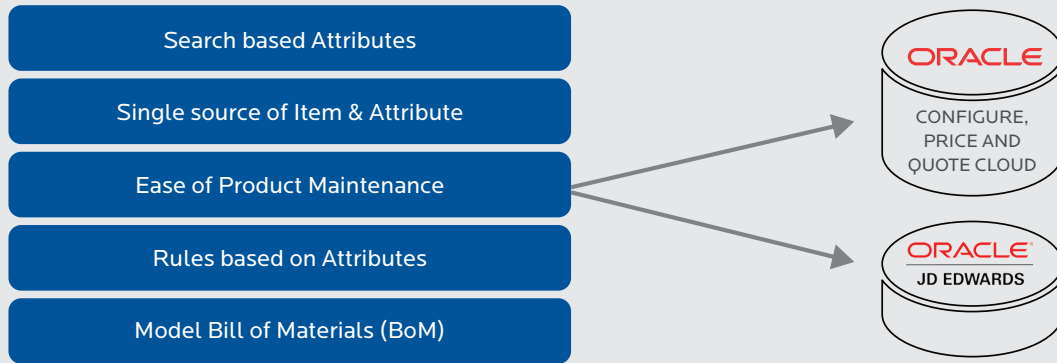
Below is the representation of Birlasoft CPQ Solution for JDE in Cloud:



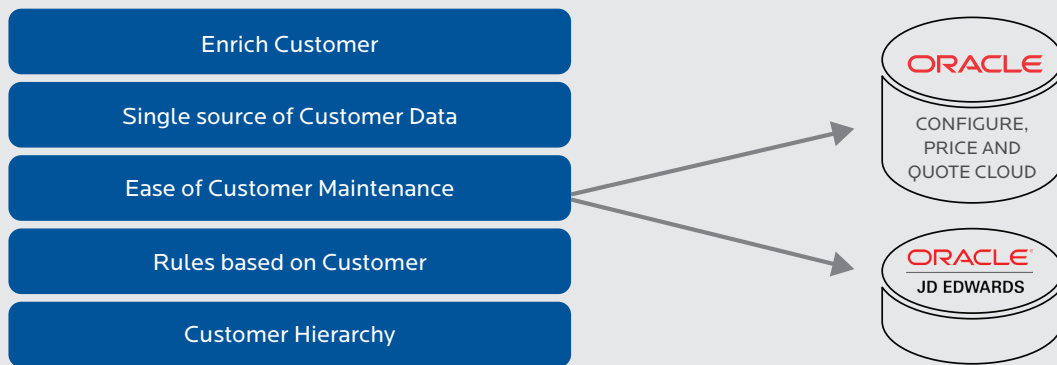
Product Hub (PH) and Customer Data Management (CDM) Cloud

PH Cloud ensures good quality item data to CPQ and JDE by implementing single source of model, item and attributes for both CPQ Cloud and JDE. Similarly, CDM Cloud ensures good quality customer data by having one source of customer data and attributes for both CPQ Cloud and JDE.

PH Cloud



CDM Cloud



Benefits

- Streamlines Configure, Pricing, Quoting process
- Provides centralized system to manage item, BOM and its attributes
- Offers ability to configure complex rules based on attributes
- Enhances accuracy in Quotes by better product searches and reliable data
- Accelerates the process of proposal generation
- Checks errors in quotes by reducing cycle time of quote generation
- Increases revenue through upselling and cross-selling
- Enables generating quotes in larger volume



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.