



Eclat worked with a Technology Company to Revolutionize Services Quoting and Was Able to Improve Their Performance by an **Impressive 10X** Through the Use of Salesforce CPQ.



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Client Profile

A technology and services firm of international reach, with 8000 experienced professionals located in 28 countries around the world - this US-based company is a leader on an ever-growing global stage.

Our client's service offerings are monitor and manage their operations. These technologies include seismic imaging, well logging, petroleum engineering software, and reservoir simulation software. Additionally, oil and gas companies often use drones, robotics, and machine learning to improve safety and efficiency.

Challenges



Trusted Their Far-reaching **Regional Teams**

To ensure global success, this technology and services company trusted their far-reaching regional teams to curate customized service quotes utilizing advanced spreadsheets.



Inefficient and **Protracted Process**

This haphazard approach proved to be an inefficient and protracted process, as numerous reviews for accuracy were needed from multiple teams.



Time-Consuming **Review Process**

Verifying service quotations often required cumbersome multiple reviews, making the process time-consuming.

Solution



Delivered a Comprehensive Product Catalog, Quotes and Contracts

Eclat delivered a comprehensive product catalog, quotes and contracts that were configured with corresponding variables, pricing and discounts.



Custom Fields That Managed on Roles as Well as Permission Levels

To ensure user satisfaction the interface can be customized to include custom fields that cater for different roles as well as permission levels.



Performed Seamless Integrations

Performed seamless integrations are essential in connecting other systems such as billing and accounting;

Results



Quoting capabilities have been drastically accelerated, with a notable increase in accuracy. This vastly expanded operational speed and quality is revolutionizing the industry!



The approval process has been streamlined to ensure accuracy and reliability - giving their customers an assurance of consistent, quality quotes.



Automation makes it easy to tailor product quotes for customers with language and currency requirements, allowing us to create seamless SOWs in multiple languages across the globe.

Technologies



Salesforce CPQ

With CPQ, sales teams can quickly and easily configure, and price products and services based on customer requirements, without having to manually calculate pricing or check for compatibility.

Some key benefits of using Salesforce CPQ Advanced Approvals include:



Improved Accuracy

Advanced Approvals help ensure that quotes and contracts are reviewed and approved by the appropriate individuals, reducing the risk of errors.



Streamlined Processes

By automating the approval process, Advanced Approvals help streamline sales processes and reduce manual workloads.



Increased Efficiency

Advanced Approvals help sales teams close deals faster by reducing the time it takes to get quotes and contracts approved.



Better collaboration

Advanced Approvals help improve collaboration between sales, finance, and other teams by allowing for real-time tracking and updates.

