



Configure, Price and Quote CPQ Implementation Services

*The Five Principles for Building a System
to Streamline Your Sales Process*

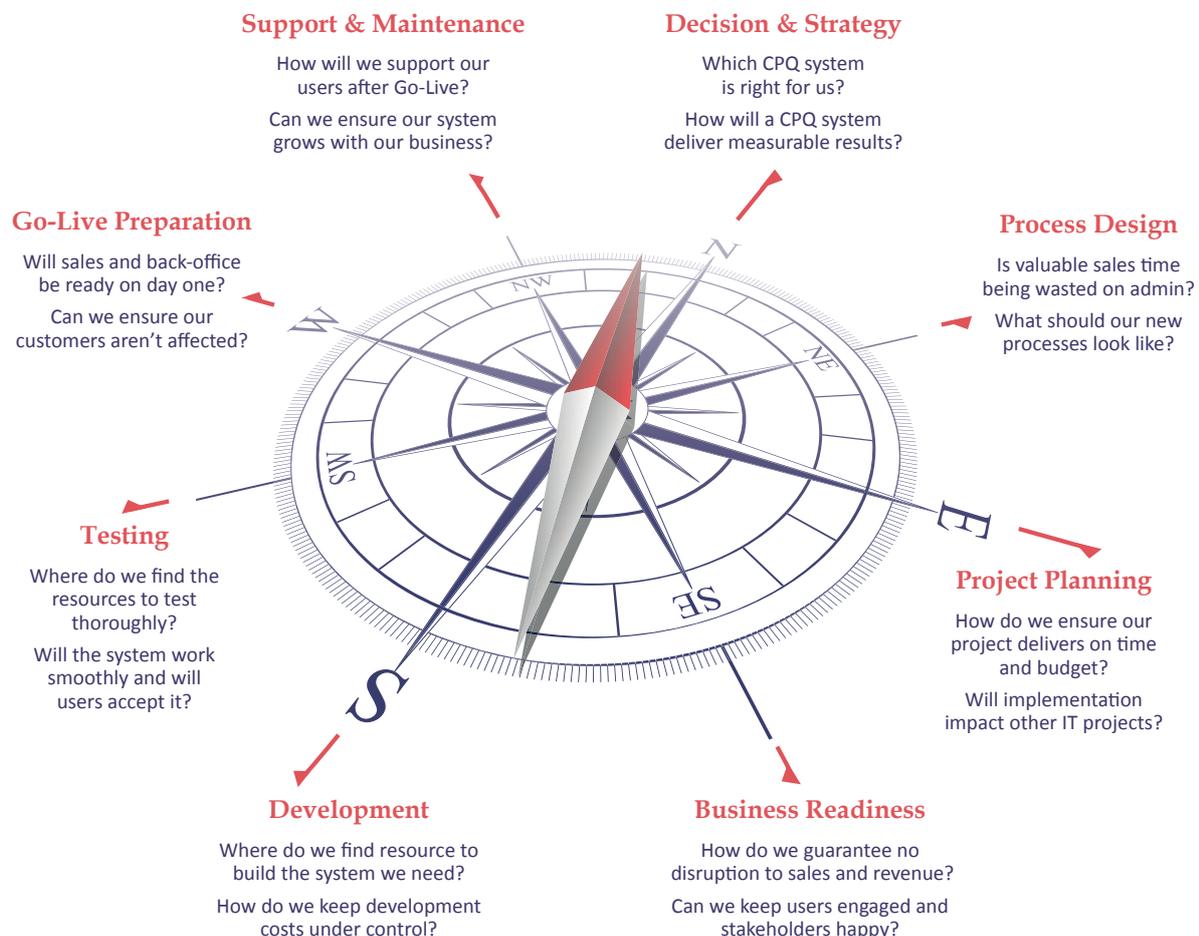
The Walpole Partnership are an IT Consultancy formed of Configure, Price and Quote (CPQ) experts. Our consultants have delivered some of the largest and most successful CPQ systems in Europe.

We work with all major CPQ vendors and we're an Oracle Gold partner. We're ISO27001 accredited, we deliver CPQ training with satisfaction scores above 95%, and we are completely focused on CPQ.'

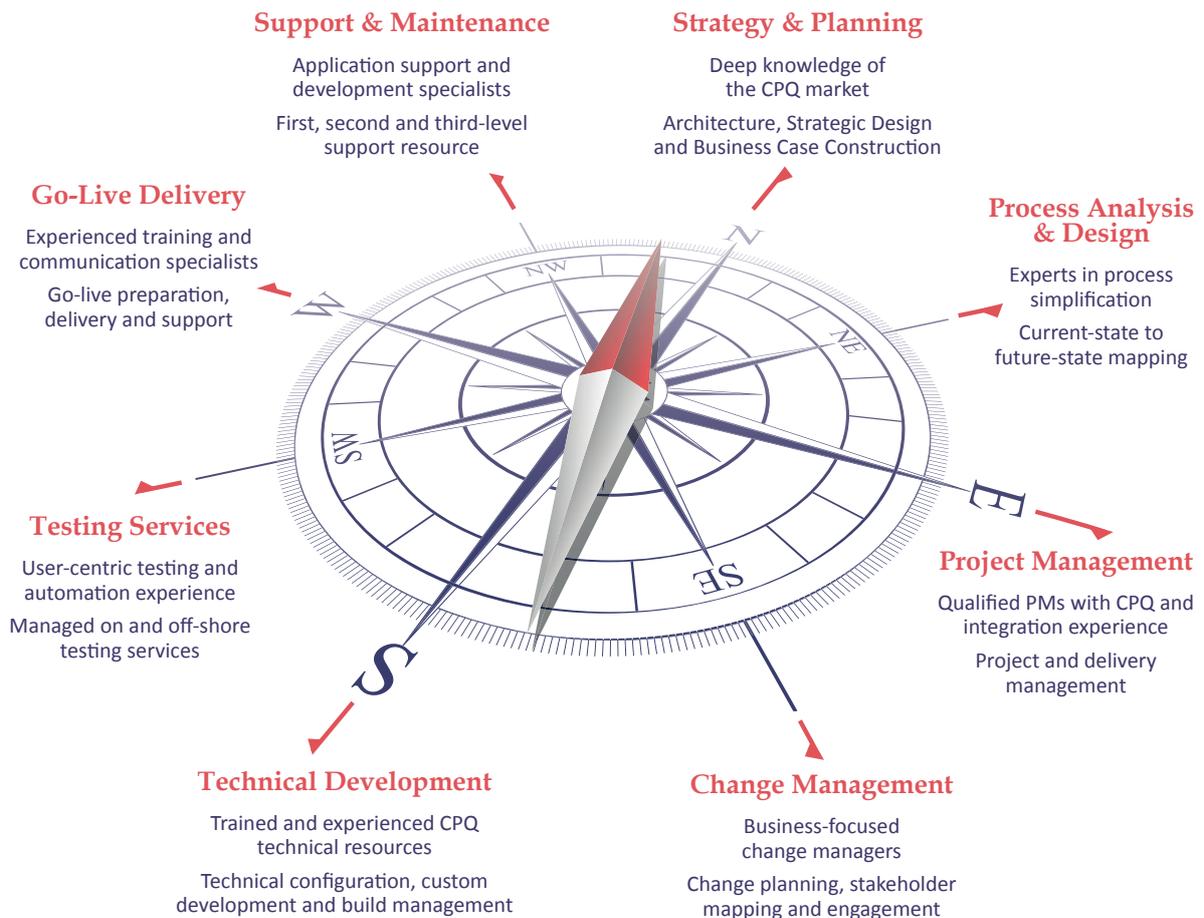
Companies all over the world are seeing great results from implementing CPQ software. Faster, more accurate, better looking quotes; sales orders that are easy to process; and growth in revenue and profit.

However, CPQ projects fail when designed or implemented without experience. The cost of failure can run into several digits. A system that touches many different user groups but doesn't deliver will hurt morale and waste time. It's a high profile failure when it happens. The Walpole Partnership will ensure your CPQ solution succeeds, and delivers the results you need.

Do you face any of the challenges shown below?



We provide flexible expert services designed to help you rise to the challenge.



Our experience proves FIVE core principles form the foundation for successful CPQ implementations:

SIMPLICITY

Take the chance to challenge complex ways of working before build. Don't over-engineer. Remove unnecessary steps and build a lean, effective system.

STAKEHOLDERS

CPQ is at the heart of an organisation. Building momentum across sales, product, finance and others needs a clear strategy, and insight into different perspectives.

SPEED

Plan for quick wins. Execute efficiently. Test and learn rapidly. Be responsive to your users. Resource your team to create momentum.

STANDARDS

Design to strengths of your CPQ software and stay standard unless critical. Customisation is hard to support. Best practices build lasting systems.

SKILLS

Invest in the teams that will design, deliver and support your system. Provide guidance and training from experts, or supplement your teams and let them learn.

The Walpole Partnership have the experience to help you build a great system.

We believe there is great power when the energy of sales combines with well-structured products and slick commercial processes.

Companies that implement CPQ successfully demonstrate clear benefits in:

- ▶ **Reduced quote cycle time** ▶ **Accurate proposals** ▶ **Margin protection**
- ▶ **More selling time** ▶ **Faster approvals** ▶ **Automated ordering**
- ▶ **Customer satisfaction** ▶ **Revenue and profit growth**

Want to know more...?

LOOK

Visit our website for free downloads and information, or just email us for a chat.

MEET

Book a free 90 minute 'Fact-Find' session with one of our consultants to get deeper insights into CPQ for you.

PLAN

Engage us to deliver a two-day Expert Workshop. A cost-effective way to kick-start your planning and discovery process. Create the foundations for success.

DELIVER

Our flexible implementation and support services, designed to work for you and with you

- ▶ **Consultancy and Coaching:** Valuable advice to guarantee CPQ success when you have your own team and just need a boost.
- ▶ **Formal training:** Classroom and virtual learning and accreditation to provide your administrators with the skills they need.
- ▶ **Project Support:** Dedicated resource to deliver one or many steps in the process. Fill the gaps in your team, whether at the start, middle or end of the cycle.
- ▶ **Fully-Outsourced Project:** End-to-end planning and delivery, guaranteeing a successful and sustainable implementation.

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