

Oracle Accelerate Solution Launch Press Release

Walpole Partnership Delivers Fixed Scope Implementation Oracle Accelerate Solution for All Industries Based on Oracle CPQ Cloud.

Provides Packaged Solution with Embedded Best Practices for Growing Companies to Implement Oracle CPQ Cloud, Leading to Faster and More Accurate Quotes

London, UK - July, 2015 Walpole Partnership today announced Walpole Fixed Scope Implementation Packages, an Oracle Accelerate solution for all industries.

Based on Oracle CPQ Cloud this solution is implemented using the **Walpole Success Framework**, an accelerated implementation methodology. From lead generation to forecasting, this modern best practice transforms your sales processes, taking selling to the next level. Distinguishing features include; the ability to streamline the sales process, generating accurate quotes keeping pace with changing pricing strategies. It also delivers shorter sales cycles, increased revenue, improved margins, greater insight and a highly productive and efficient salesforce. This solution can seamlessly integrate with Oracle Sales Cloud and Oracle ERP Cloud Service to generate orders in one click by converting quotes.

Walpole Partnership is an Oracle Accelerate solution provider and a Gold level member in [Oracle PartnerNetwork \(OPN\)](#).

This fixed scope Oracle Accelerate solution enables a rapid implementation process and fast time-to-value. It facilitates controlled scope, reducing project risk in a quick and inexpensive way. Available in EMEA, this solution can be rolled out globally, as the majority of development work is managed remotely.

“Our Fixed Scope Implementations give our customers certainty and take the guesswork out of Oracle CPQ Cloud projects. The result is that our clients are more competitive because they can get accurate quotes to their customers faster and, once they’ve sold more, they can process their orders more efficiently.” says Andy Pieroux (Managing Director, Walpole Partnership). “By partnering with Oracle on the Accelerate program we can give midsize companies the confidence they need to get the benefits of Oracle CPQ Cloud faster and without risk. It’s an amazing program that shows just how well Oracle understands the needs of these customers.”

About Oracle Accelerate

Created by Oracle's experienced partners, Oracle Accelerate solutions are simple to deploy, industry-specific packaged solutions for midsize customers, designed for fast time-to-value, which means getting the right solution in place quickly, inexpensively and with a controlled scope and predictable returns. Oracle has more than 290,000 midsize customers who buy Oracle to grow and succeed with a modern business platform. To find out more, visit www.oracle.com/accelerate.

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) Specialized is the latest version of Oracle's partner program that provides partners with tools to better develop, sell and implement Oracle solutions. OPN Specialized offers resources to train and support specialized knowledge of Oracle products and solutions and has evolved to recognize Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to differentiate through Specializations. Specializations are achieved through competency development, business results, expertise and proven success. To find out more visit <http://www.oracle.com/partners>.

About Walpole Partnership

Walpole Partnership provide expert consultancy to help you implement your Oracle CPQ Cloud solution. The company prides itself on its ability to help clients realise the benefits from their investment.

The team at the Walpole Partnership have worked on CPQ deployments of all sizes – from blue-chip corporations to small businesses in many industries.

Walpole Partnership help you gain value from your investment, by sharing best practices that will benefit you. They help you avoid costly mistakes, now and in the future because they know CPQ.

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Useful Links:

- Oracle for Midsize Companies: www.oracle.com/midsize
- Oracle Accelerate: www.oracle.com/accelerate
- Oracle Accelerate Solutions: www.oracle.com/accelerate-solutions
- Oracle Business Accelerators: www.oracle.com/oba
- Midsize.oracle.com: midsize.oracle.com
- Oracle PartnerNetwork Knowledge Zone: Oracle Accelerate for Midsize Companies: www.oracle.com/goto/acceleratepartners/index.html

- Oracle Business Accelerators for Partners: www.oracle.com/goto/obapartners
- Oracle ERP for Midsize Companies:
<http://www.oracle.com/us/solutions/midsize/enterprise-class-erp-1375433.html>
- Oracle ERP Cloud for Midsize Companies:
<http://www.oracle.com/us/corporate/features/erp-cloud/index.html>
- Grow Your Business with Oracle Accelerate:
<http://medianetwork.oracle.com/video/player/1750343024001>
- Speeding Deployments with Oracle Business Accelerators: <http://medianetwork.oracle.com/video/player/2306013164001>
- Midsize Resource Library:
<http://www.oracle.com/us/solutions/midsize/resources/index.html>
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