



## Elekta Use Case (System Configuration & BOM Mapping)

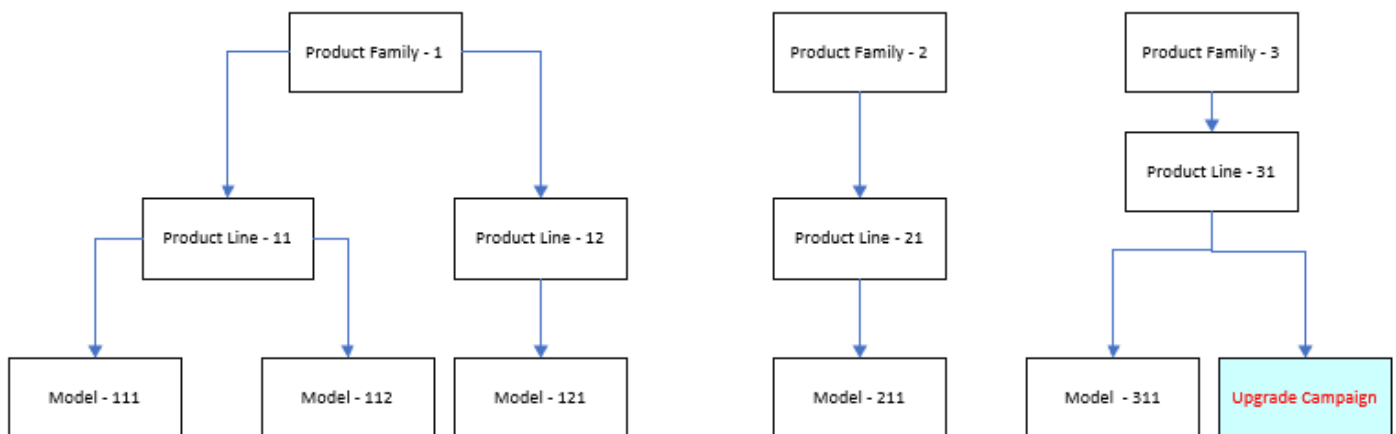
### Background

Elekta is an established Oracle customer in the healthcare industry who has utilised a mature instance of Oracle Cloud CPQ (aka BigMachines) successfully for several years. They have a well-established technical support and development team responsible for managing their roadmap. Due to recent developments (specifically the BOM Systems Configuration and BOM mapping features) within the Oracle core CPQ product, Walpole Partnership was requested to offer consultation and development services for this new feature in order to enhance the Upgrade Campaign process.

Elekta has a well-defined product hierarchy, handling multiple product families, lines and models.

Elekta wanted to launch an Upgrade Campaign where a user can be initially guided through the selection of product families, as a step towards tailoring the individual and valid elements. This process is required in order to derive the correct, compatible list of required line items (Line items in this context are SKU = Stock Keeping Unit). Crucially, this was required to be performant and responsive using a straightforward UI (User Interface).

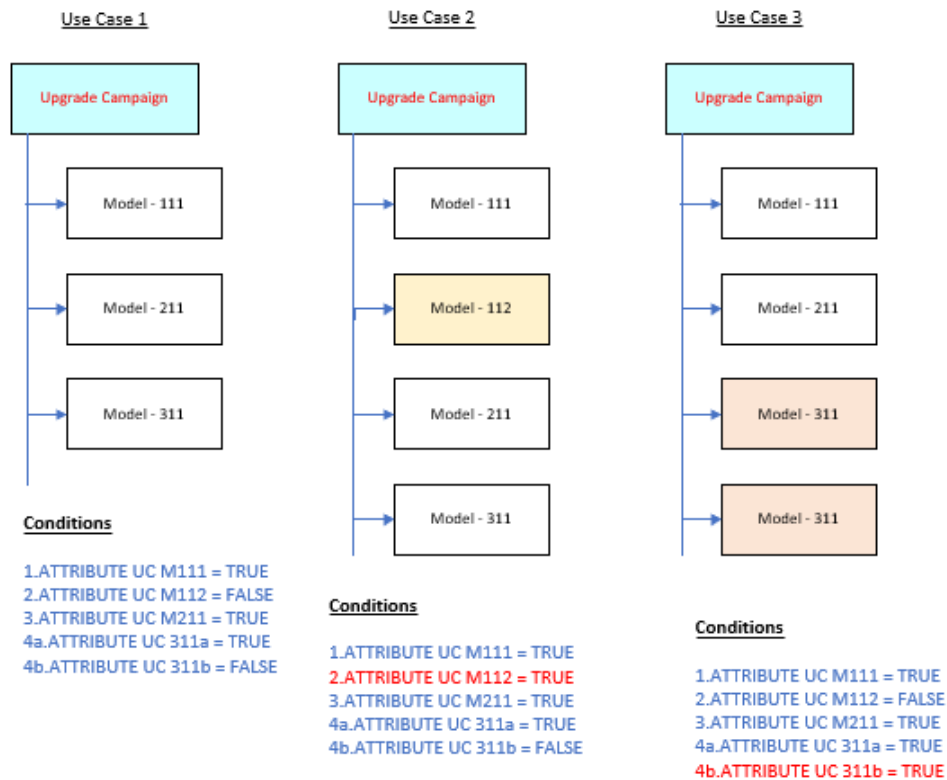
### Product Hierarchy



### Goal

Our goal was to introduce a new parent model of “Upgrade Campaign” using the latest Oracle CPQ features for System Configuration and BOM mapping, which would allow users to quickly access and configure valid child models and variants from the product hierarchy while keeping Upgrade Campaign as parent (or root) model for all child models.

## Use Cases



Note : Product name and family descriptions have been amended so do not reflect the actual descriptions

### Use Case 1:

- User will not make any modifications to default selections and therefore by default, child models 111, 211 and 311 will get added for configuration.
- During configuration of default child models, SKUs will get added according to selections made by user.

### Use Case 2:

- Default child models 111, 211 and 311 will get added for configuration.
- If user selects UC M112 attribute, then additional child model 112 will get added for configuration.
- During configuration of child models, SKUs will get added according to selections made by user.

### Use Case 3:

- Default child models 111, 211 and 311 will get added for configuration.
- If user selects UC 311b attribute, then additional child model 311 will get added for configuration.
- Different options will appear in child model 311 during configuration depending upon user is configuring 1<sup>st</sup> initiation of model 311 or second one.
- During configuration of child models, SKUs will get added according to selections made by user.

All 3 Use Cases for multiple product families relating to the Upgrade Campaigns, were achieved across 3 delivery sprints, ensuring Elekta gained regular visibility of the features as they became enabled. This allowed the Walpole team to progressively share the technical configuration with Elekta allowing support to transition to the in-house team.

Howard Millington, Director for Global Marketing Commercialization Operations and Technology at Elekta, said:

*“Supporting our CPQ solution in house, we were sceptical to work with a consultant to implement BOM mapping and System configuration in a high priority project, but Walpole’s structured partnership approach gave me the confidence for us to launch new techniques to work in alignment with our global solution, on time and under budget.”*