# Streamline your configure, price and quote processes with Oracle CPQ Cloud and IBM

Moving your Configure, Price and Quote (CPQ) processes to a guided selling cloud model and integrating them with your Oracle eBusiness Suite (Oracle eBS) and JD Edwards ERP can help you operate more efficiently. But making that transition is easier said than done.

Configuration challenges

Pricing complexities

Quote to order submission and approval difficulty

Systems integration problems

Integrating Oracle CPQ Cloud with Oracle eBS and JD Edwards ERP can help make your front office and back office processes more efficient—from opportunity management to service and support.

Oracle CPQ Cloud

Oracle eBS and JD Edwards ERP
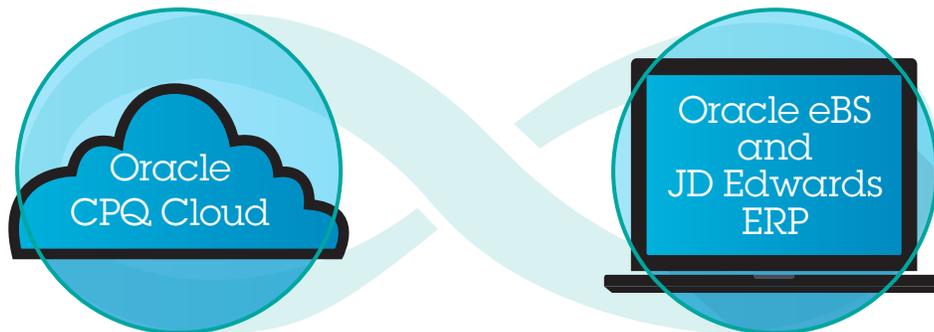
But before you can realize these benefits, you need a thorough understanding of…

CPQ flows and processes

How do we bundle and sell products and services together?

Order, contract and service flows and processes

How do we process service contract renewals?

Integration touch-points

How do we string these processes together across various channels to actually make them work?

Implementation nuances

What are the lessons learned and "devil in the details" things we need to know to make this successful?

Use IBM's vast systems integration expertise to migrate your CPQ processes to the cloud and integrate them with your Oracle eBS and JD Edwards ERP

- Expertise in implementing the technical components and business processes required to integrate Oracle CPQ Cloud with Oracle eBS and JD Edwards ERP

- Reusable assets, including integration maps, process decomposition hierarchies and flows, and code that can help accelerate the successful implementation of an integrated CPQ-ERP solution

Improve the customer experience
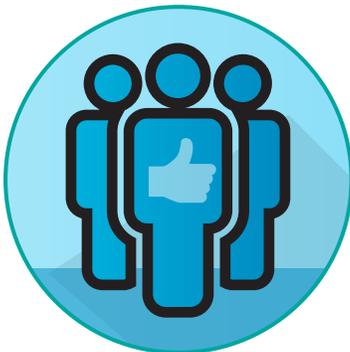
- Close business faster by streamlining quoting, pricing, delivery combinations, pricing adjustments, and other aspects of finalizing the quote
- Enable more efficient quoting experiences for internal and external customers
- Enable upsell and cross-sell opportunities

Optimize sales cycle efficiencies
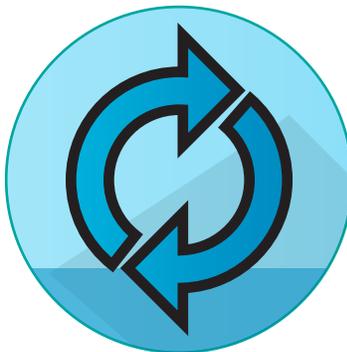
- Help prevent inconsistent pricing and cost impacts with greater visibility into discount processes
- Enable better forecasting by improving sales pipeline efficiencies
- Help your sales representatives and order management team more quickly identify pre-defined and valid configurations for system integrations in a single tool
- Allow your system engineering teams to validate configurations and make CPQ adjustments

Centralize your CPQ processes for easier management
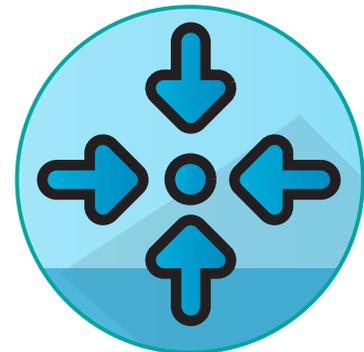
- Move diverse quoting processes into a centralized CPQ solution
- Avoid dual maintenance inefficiencies
- Lay the foundation for a scalable solution

To learn more about how you can migrate your CPQ processes to the cloud and integrate them with your Oracle eBS and JD Edwards ERP, please contact your IBM representative.

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