

Future-Proof CPQ

Achieve Best Practice for your
Oracle CPQ Cloud System

Introducing the Walpole Partnership

Walpole Partnership are a specialist IT consultancy. We help our clients get the most of their investment in Configure, Price and Quote (CPQ) Systems.

We are the CPQ experts. We operate globally, with offices in the UK, Belgium, India and with partners worldwide. We focus 100% on CPQ.



CPQ Experts

We are an Oracle Gold Partner with fully-trained CPQ experts who have over 100 years combined experience of real-world CPQ implementations.



Experienced

Our quality processes protect your systems and your business. We take our clients' data security very seriously and we are ISO 27001 accredited.



Secure

In 2016 we won the UK Oracle User Group CX Silver Partner of the Year. We provide CPQ training for Oracle University scoring over 95% in customer satisfaction.



Results-driven

ORACLE Gold Partner

Find out more and read our latest news and ideas at www.walpolepartnership.com

Faster Quotes, Solution Proposals and Error-Free Orders

Whether you sell products or services through direct sales teams or channel partners Oracle Configure, Price and Quote (CPQ) Cloud can transform your sales process to help you sell faster, more easily and with greater accuracy.

When we speak to successful CPQ Cloud customers we hear them talk about all the benefits their CPQ system brings:

- ▶ *“75% reduction in quote cycle time”*
- ▶ *“93% reduction in order processing time”*
- ▶ *“Over 65% reduction in labour time per quote”*

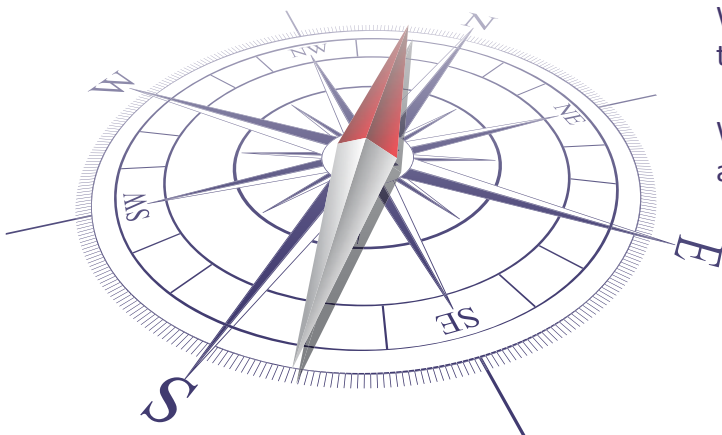
Do you feel like you are getting the BEST from your CPQ System?

If you want to achieve best practice with your CPQ system you need a structured approach to improvement.

It's easy to achieve if you have the right focus and skills to:

- ▶ *Avoid the causes of poor system performance*
- ▶ *Remove the excuses that slow down a transformation*
- ▶ *Ask yourself, “how does CPQ create value in our organisation?”*

We are here to help...



Walpole Partnership have the skills and experience to get your CPQ system to the standard you deserve.

We can guide you through the maze of decisions and actions you'll need to take, safely and efficiently.

Our Three-Step Process for CPQ Improvement

We've pioneered a simple and logical three-step process to help you improve your CPQ system and adopt best practices. Our approach produces measurable results whether your system needs a complete overhaul or simply some adjustments to bring it in-line with your evolving business needs.



1

PREPARE

- ▶ Audit current system, stakeholders and documentation
- ▶ Identify pain points, deviance from best practice
- ▶ Measure current state

2

PLAN

- ▶ Agree focus areas and desired improvements
- ▶ Align to product roadmap and stakeholder requirements
- ▶ Develop detailed improvement plan

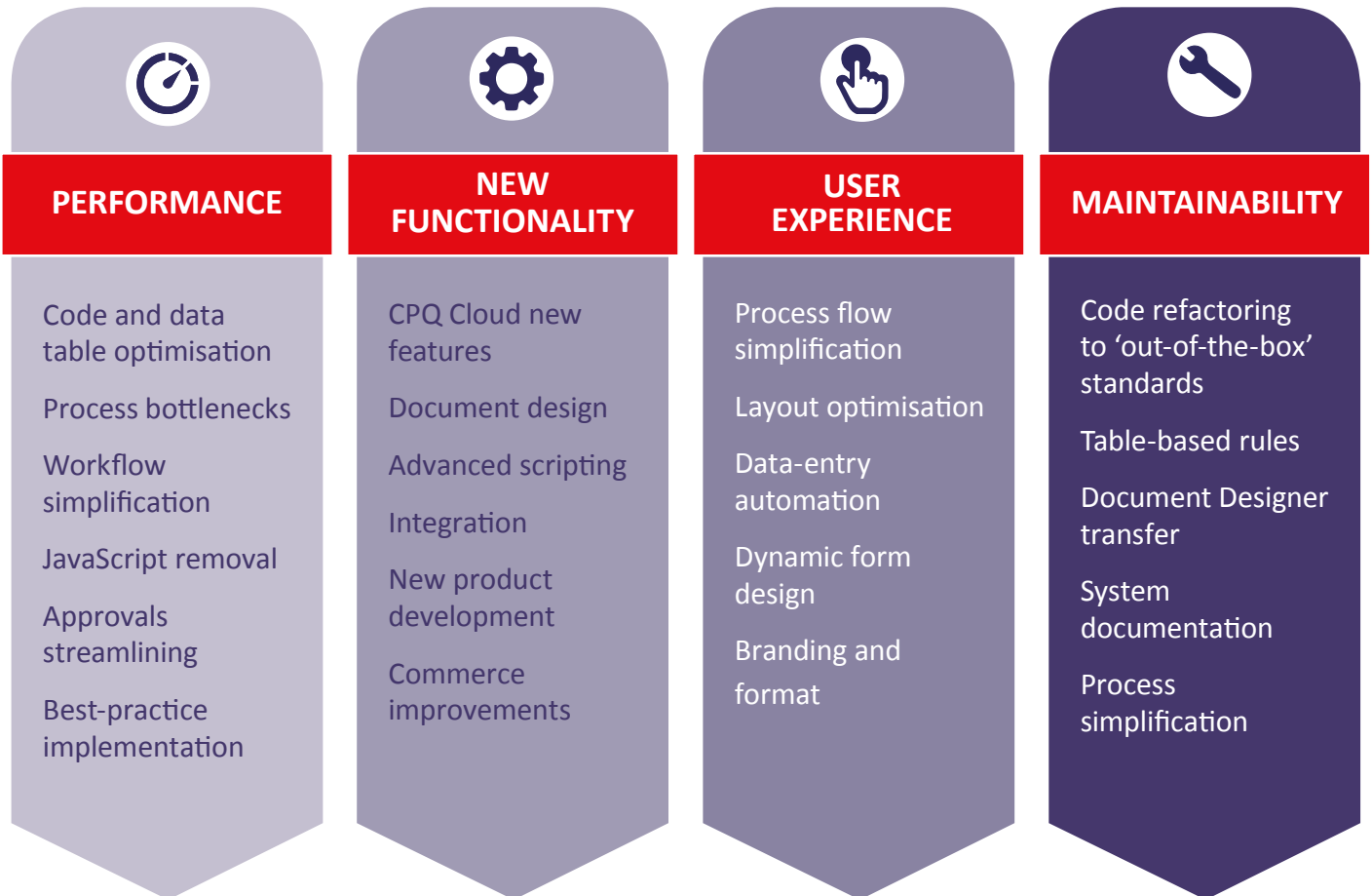
3

PROGRESS

- ▶ Build and test new functionality
- ▶ Train and communicate go-live to users
- ▶ Review measurable improvements

The Pillars of Improvement

Within the three-step process we bring focus on to the four pillars of improvement. These are the critical subjects we can inspect and improve to bring you the biggest benefits:



The companies that we work with report clear improvements in:



“We needed to implement changes to a live and complex BigMachines (Oracle CPQ Cloud) system. We wanted a partner that would listen to us and could implement a solution quickly and safely.

Walpole Partnership were able to deliver this and they impressed with their ease of doing business, the quality of their technical skills and their flexibility to ensure we were 100% happy with the solution. Walpole Partnership are our partner of choice for BigMachines.”

Sergio Fernandez, Thyssenkrupp

Next Steps: How do you get the CPQ benefits you deserve?

1

Book a free 90-minute Strategy Session with one of our business consultants. We believe that partnership begins with communication and trust, so we provide a risk-free way to get started. This allows both parties to evaluate the potential benefits and lets us confirm we will be a good fit for each other.

Why book a Strategy Session?

- ▶ *Find out what your CPQ system is really capable of.*
- ▶ *Get clarity on your objectives for improvement.*
- ▶ *Address any concerns or challenges you may need to overcome.*
- ▶ *Discuss approaches for initiating your project that will unlock value for you.*

Email progress@walpolepartnership.com or call us on +44 (0) 208 123 9966 to book your free Strategy Session.

2

Initiate your improvement project following our 'Prepare, Plan, Progress' methodology.

We help you develop the right size project plan for your business. We define milestones that ensure measurable benefits are tracked and delivered giving you visible value for your investments. Our world-class technical team treat your systems with care, and protect your ongoing business.

3

Sustain your system into the future.

We deliver administrator and developer training through Oracle University so your team have the right skills and accreditation to be self-sufficient. We also provide ongoing support packages tailored to your needs. Your support can be a blend of:

- ▶ *On-call expertise*
- ▶ *Short-term support*
- ▶ *Dedicated full or part-time resources*
- ▶ *Fully-managed support*

Leading Business Consultants

We have unrivalled CPQ experience and are supported by world class technical architects and engineers.



Andy Pieroux

Andy has worked with Oracle CPQ Cloud (BigMachines) in Enterprise IT since 2010.

Prior to this, his first-hand business experience over 15 years in Sales, Product Management and Pricing Management makes him uniquely aware of the challenges facing customers who invest in CPQ systems.

He has delivered and supported some of the largest and most complex pan-European Oracle CPQ Cloud projects, and is also a qualified project manager.

Ingmar Hermans



A CPQ, Sales and Operations expert with a strong background in Lead-To-Order and Order-To-Cash Business Processes, Ingmar worked as Equipment Lead-To-Cash manager at Kodak's Graphics and Digital Printing divisions for Europe and EMEA. He has over 15 years of experience in Sales and Service strategy, tactics and operations.



Ingmar has led implementations for Oracle and Salesforce CRM, Oracle CPQ and SAP ERP projects across 15 countries.

He has successfully delivered training for clients and for Oracle University on a pan-European scale.



If you would like to book a Walpole Partnership Strategy Session...

In the UK please  0208 123 9966 or  andy@walpolepartnership.com

In mainland Europe please  +32 489 32 97 59 or  ingmar@walpolepartnership.com



Walpole Partnership Limited
Company No: 08408935
VAT No: 168 2367 84

40 Bermondsey Street,
London, SE1 3UD
United Kingdom

Tel +44 (0)208 123 9966
info@walpolepartnership.com
www.walpolepartnership.com