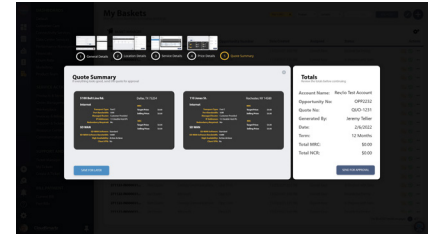
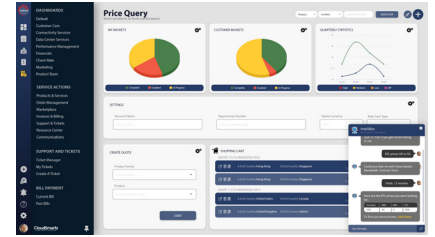


Acumen CPQ™ Overview

Configurable CPQ built for the Digital Communications Service Provider.

Acumen CPQ is a powerful Product Catalogue and Configure, Price, Quote tool for Service Providers of all sizes – enabling an interface for both the Sales and Engineering teams, and the Enterprise Customer. It is an intuitive and easy-to-use shopping-cart style quotation tool that is rules and role driven for both sales teams and end-customers. It is fully configurable with a powerful admin section and comes with 30+ out of the box features.



Acumen CPQ™ | Core Capabilities & Features

Super Admin Capabilities

- Products
- Price Query
- Reports
- Product Configuration
- Manage Roles and Workflow
- Configure Generic SOF Parameters
- Configure Supplier
- Customer Association
- Local Loop Margin/ Tax
- Currency Conversion
- Notes Configuration
- Manage Widgets
- Useful Information

Core Features

- Guided, shopping-cart style sales UI.
- Configurable product catalog supporting wide range of telecom products.
- Configurable products and rules to support non-standard pricing.
- Meaningful role specific dashboards and reports.
- Roles and permissions-based access to features.
- Multi-currency support and currency conversion.
- Accurate and customizable pricing.
- Customer specific rate cards.
- Configurable discounts that can be customized for individual user roles.
- Quick quote generation.
- Quotation version management.
- User friendly UI with the ability to create quick copies/ clones of line items and quotes.
- Extensive audit logs.
- Get prices for multiple bandwidths and contract terms in a single click.
- Quick quote comparison for option analysis – create multiple copies of quotes with minor differences.
- Google maps based local loop pricing UI.
- Country and vendor specific tax and margins for local loop pricing.
- Third party vendor management.
- Support of last mile pricing within the product database as well integration capability with third party providers.
- Capability to host millions of local loop building lists and prices within the product database.
- Real time margin analysis.
- Automated and configurable pricing approval workflows.
- Benchmarking data for competitive pricing.
- Ability to present bundled prices in customer quotation.
- Parent-child relationship in related products.
- Sales funnel and quotation data reports, price query reports.
- Third party supplier management module.

Acumen CPQ™ | Add-on Modules & Capabilities

Core Add-on Modules

Integrated Electronic Sales Order Forms

This eSOF module offers a fully configurable Electronic Sales Order Form that can quickly convert approved quotes to orders.

- Flexibility of selecting services that need to be converted to an order.
- Easily configurable order form allows adding or removing fields with minimal coding.
- Each service is presented in tab based guided UI ensuring accurate information gathering.

Collaboration Module for Complex Bids

Large and complex deals require real time collaboration between multiple sales executives from different regions or areas of expertise.

- Offers a collaboration dashboard that allows creating sales team to work together on a deal.
- Tasks assignment with expected completion date.
- Warnings on approaching milestones.
- Document sharing and repository.
- Activity tracker and audit logs to ensure smooth collaboration.
- Ability to convert multiple file formats to PDF to be printed with the quote.
- Exchange notes with the team in real time.

Advanced Add-on Modules

IntelliBot A.I. Module

An A.I.-based chat bot that gives quick tips and assistance to sales in various areas include (but not limited to) the following:

- Help on using the application.
- Product details.
- Quick reports and stats.
- Instant price queries in natural language.
- Currency conversion.
- Easily configurable to custom requirements for data interaction.
- The A.I. powered engine of the IntelliBot constantly learns from user behavior and search patterns making the experience better everyday.

Solutioning Module

Wizard-based creation of complex solution diagrams - brings the offline creation process for the Solutioning teams.

- Product details are fetched from the centralized product catalog ensuring that all configurations are up to date.
- Ability to import solution configuration from an excel and automatic conversion into a solution diagram.
- Linking of solution diagrams with quotes.
- Convert the diagrams to Images, PDFs and share with downstream teams.
- Easy access for referring and editing in future.
- Real time price visibility while configuring the solution – to ensure there are no deviations from the quoted amount.

Contact us for a Demo



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