

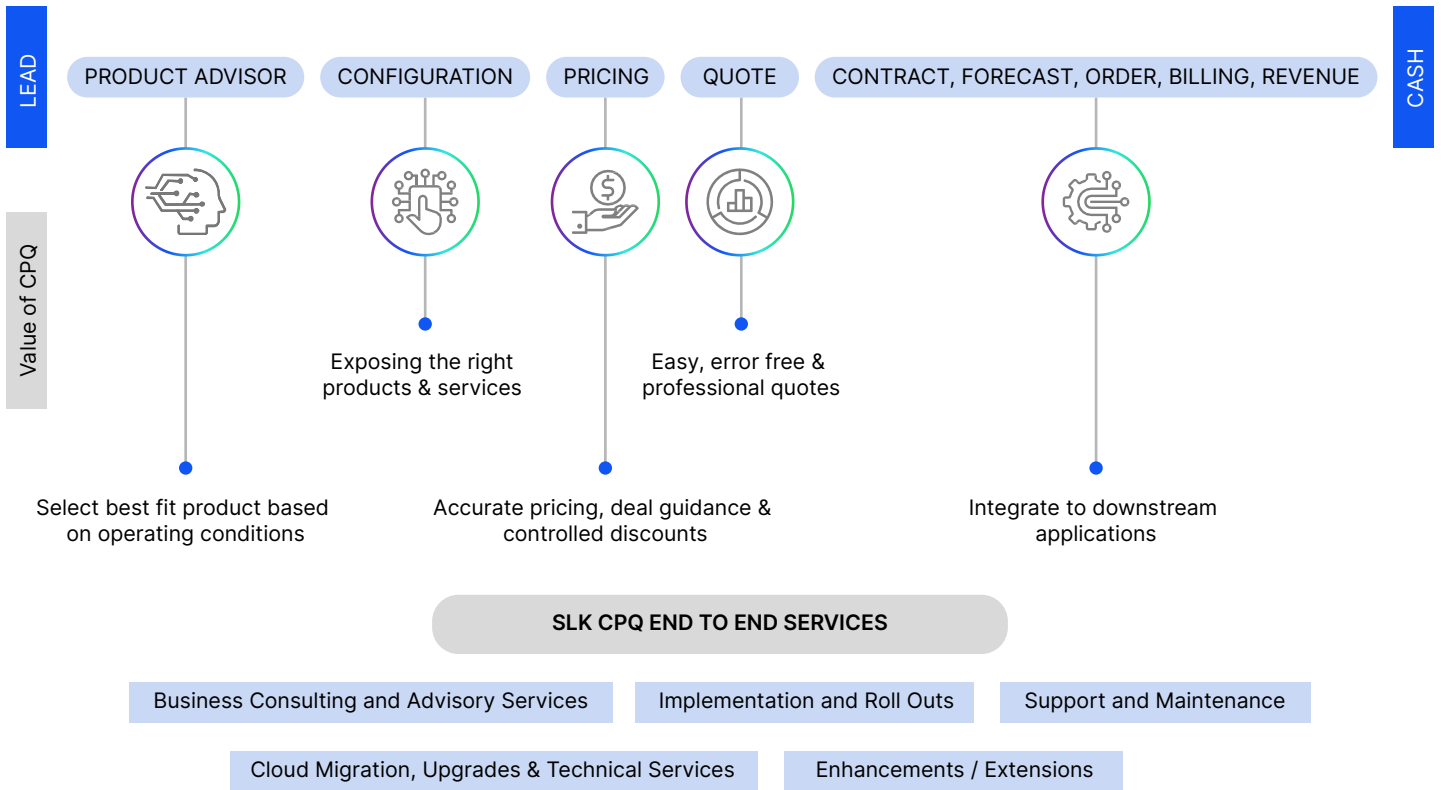


Let Complexity Meet Simplicity: Unlocking Efficiency, Maximizing Profits with Our CPQ Service Offerings.

SLK's CPQ Service Offering

Revolutionize your sales process with our cutting-edge Configure, Price, Quote (CPQ) service offering. Our solutions seamlessly integrates complexity and simplicity, empowering your team to configure products, optimize pricing, and generate accurate quotes with unparalleled efficiency. Elevate your sales strategy, reduce errors, and maximize profits as you navigate the market with confidence. Let our CPQ service be the catalyst for streamlined processes and enhanced customer experiences, propelling your business to new heights.

SLK Service Offering



SLK Value Proposition

- 1** **Unique approach to Configurator implementation – guarantees successful rollout**

 - Focus on template based requirement definition, documentation (CMD, CED) and validation
 - Iterative development and release to minimize risks
- 2** **Consultative approach to solution rather than technician approach**

 - Focus on business needs than tool capabilities
 - Complete ownership to deliver robust solutions
- 3** **Effective solution development with experts who talk domain rather than technology**

 - Optimal team composition with right mix of domain and technology experts
- 4** **Deep understanding of multiple CPQ products and the underlying technology**

 - Oracle CPQ Cloud
 - Salesforce CPQ
 - Configit
 - Siemens Rulestream
- 5** **Unique transition methodology to enable Configurator sustenance**

 - Detailed model maintenance procedure for self sustenance
 - Established processes for close handholding and training
- 6** **Innovative & reusable solutions**

 - 3D Visual Configurator
 - Test automaton strategy
 - Ready to plug code snippet library
- 7** **Holistic approach to design comprehensive product structures catering to upstream and downstream applications**

 - Rich experience with fortune 500 customers with complex product structures
 - Driven by standards, guidelines and checklists

SLK Advantages

The Team

- SLK has a team of domain experts who come with deep Industry experience and can understand the impact of CPQ architecture across the enterprise (Product Structure, Quote to Cash, Demand to Build and Procure to Pay) and advise on the right design
- Experience and exposure to varied complexities at Fortune 500 and as well SME segment clients enables enables team in implementing the right fit solution

Proven Maturity Model

- Our proven and successful CPQ maturity model helps to deliver a tailored roadmap for each customer based on their status and business objectives
- Provides a phased approach for a successful implementation and adoption

Time to Value

- First Time Right approach in design ensures all aspects of the business are considered during CPQ implementation
- Automation tools and Accelerators leads to 40% cost savings during implementation with accelerated time to go-live
- Shorter project duration reduces 'down time' that often accompanies implementations

Success Stories

Ask	SLK Solution	Value Delivered
Globalize Model structure and streamline downstream processes	Restructuring products, building configurators, Setup GOP	Better customer experience, Global solutions to improve productivity
Simplify product selection	Developed 3D product configurator leveraging existing Engineering 3D models (Creo/ CAD) to enable 3D visualization features such as 3D, Zoom, 360°, Sectional/x-Ray view, Pan etc.	Enhance Customer Experience through 3D visual configuration, Reduced operational overheads. More cross sell and up sell along with improved bottom lines
Increase sales call to win rate for a door manufacturer	Enable product configurator on iPad with integration to camera for automated live capture of dimensions	Improved Order Conversion rate (by ~15%) Improved Sales Productivity & Effectiveness
Enable easy product selection and configuration	Guided selling, sizing and product configuration Best commercial fit, best technical fit, highest selling Solution design & configuration for best performance	Reduction in configuration errors, manual efforts/rework, consistent answers to customers Captured product specific tribal knowledge into an enterprise system
Harmonize the product options between Sales and Production	Developed product structure and model coding standards	Consistent language for communication between sales and production

Get in touch! Write to us at hello@slkgroup.com for more details.

SLK is a global technology services provider focused on bringing AI, intelligent automation, and analytics together to create leading-edge technology solutions for our customers through a culture of partnership, led by an evolutionary mindset. For over 20 years, we've helped organizations across diverse industries - insurance providers, financial service organizations, investment management companies, and manufacturers - reimagine their business and solve their present and future needs. Being A Great Place To Work Certified, we encourage an approach of constructively challenging the status quo in all that we do to enable peak business performance for our customers and for ourselves, through disruptive technologies, applied innovation, and purposeful automation. Find out how we help leading organizations reimagine their business at <https://www.slksoftware.com/>



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