Canidium's CPQ Enhancement Packages

Improve data synchronization between CPQ systems and your other enterprise applications.

What Are CPQ Enhancement Packages

Canidium's CPQ Enhancement Packages are software tools that facilitate the exchange and management of data between different systems and applications within your business infrastructure. These tools are integral in extracting, transforming, and loading (ETL) data. In essence, Enhancement Packages serve as connective tissue, allowing disparate systems to communicate while ensuring data flows smoothly from one environment to another without manual intervention.
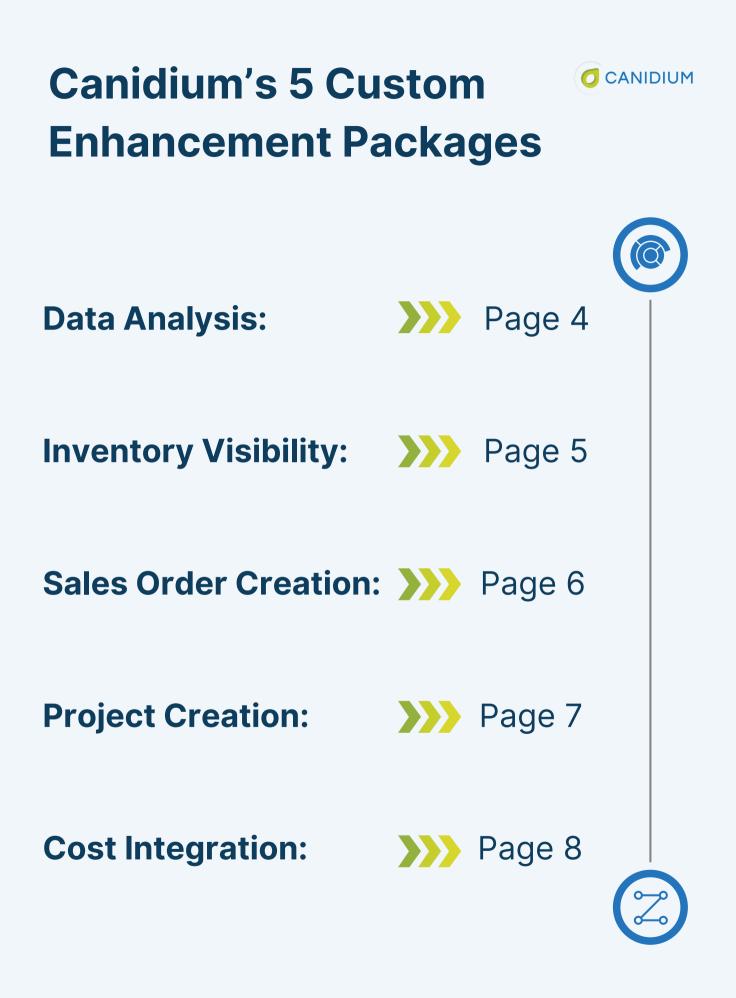
Who Uses CPQ Enhancement Packages?

Canidium's Enhancement Packages are useful for any organization that requires seamless integrations and precise data flow between CPQ solutions and other business technologies.

What Do CPQ Enhancement Packages Do?

- **Enhanced Functionality:** Enhancement Packages can pull real-time data from an ERP system into CPQ.
- **Operational Efficiency:** Enhancement Packages seamlessly integrate product costs from either S/4 HANA or your alternative ERP, into CPQ.
- **Increased Visibility:** Enhancement Packages offer semi-real-time inventory data from your ERP during the quoting and configuration process.
- **Data Analysis:** Enhancement Packages facilitate improved data analysis in SAP Analytics Cloud with detailed dashboards.
- **Project Creation:** Enhancement Packages transform quotes into comprehensive project outlines in your ERP. They also allow you to instantly view error messages and critical feedback during the sales order creation process.

Canidium's 5 Custom Enhancement Packages

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Data Analysis Enhancement Package

The Data Analysis Enhancement Package automates the extraction of quote data from CPQ systems and its analysis within SAP Analytics Cloud (SAC).

How It Works

Suppose a company frequently updates its sales quotes based on varying customer interactions and market conditions. The Data Analyzation tool can automatically extract details about quotes, such as their duration until customer approval or if they were ultimately won or lost. This data is then sent to SAC, where it can be analyzed to identify trends, like which products are most likely to convert or the average time a successful quote stays open. This helps sales managers make data-driven decisions to optimize the quoting process.

Inventory Visibility Enhancement Package

The Inventory Visibility Enhancement Package provides semi-real-time inventory data from your ERP during the quoting and configuration process

How It Works

Imagine a sales rep preparing a quote for a customer who needs a large order fulfilled quickly. The Inventory Visibility Enhancement Package accesses the latest inventory data from your ERP and displays this information within the CPQ system. The rep can see that certain items are low in stock, which could delay fulfillment. They can then suggest alternative products with higher inventory levels, ensuring the customer's needs are met promptly, thus enhancing customer satisfaction and avoiding potential sales loss.

Sales Order Creation Enhancement Package

The Sales Order Creation Enhancement Package allows your team to instantly view error messages and critical feedback during the sales order creation process

How It Works

Imagine your sales rep tries to convert a quote into a sales order, but the order fails to process due to an error in product configuration. The Sales Order Creation Enhancement Package immediately identifies and displays the specific error (e.g., a discontinued product code used in the quote). The sales rep can correct the mistake on the spot, resubmit the order, and successfully complete the sales process without delays or additional IT support.

Project Creation Enhancement Package

The Project Creation Enhancement Package transforms quotes into comprehensive project outlines in your ERP.

How It Works

Imagine a construction company uses CPQ to quote a new building project, which includes multiple phases such as foundation, construction, and finishing. The Project Creation tool allows the sales team to assign each item in the quote to specific phases of the project. Once the customer approves the quote, the Enhancement Package automatically creates a corresponding project in your ERP with a detailed phase breakdown and assigned resources, streamlining project initiation and management.

Cost Integration Enhancement Package

The Cost Integration Enhancement Package seamlessly integrate product costs from your ERP into CPQ.

How It Works

Picture a manufacturing firm that uses the Cost Integration Enhancement Package to pull real-time cost data for components from Your ERP into their CPQ system. When preparing a quote for an assembly, the CPQ system can calculate the total cost of components, apply the desired markup, and immediately provide the sales team with visibility on the potential profit margins. This enables the sales team to negotiate prices confidently, knowing they are maintaining profitability while meeting market pricing expectations.

Reach out to Canidium's Enhancement Package Specialists to Learn more

Or visit our website